

## Pursuit Manager - Infrastructure

Ashurst's Clients Markets & Growth (CMG),  
Brisbane/Sydney/Melbourne

### Recruitment

<b>About Ashurst</b>	<p>Ashurst is a leading progressive global law firm with a rich history spanning more than 200 years. We are proud of our history and are future-focused, having expanded into new technologies through our NewLaw division, Ashurst Advance, and our consulting arm. Our in-depth understanding of our clients and commitment to providing excellent standards of service have seen us become a trusted adviser to local and global corporates, financial institutions and governments in all areas of commercial law. To find out more please visit <a href="http://www.ashurst.com">www.ashurst.com</a>.</p>
<b>Department/Role overview</b>	<p>Our Global Pursuit Team are enthusiastic and passionate bidding professionals unified by a common goal: to ensure that we create a centre of excellence for strategic pursuits that focuses on generating profitable business for the firm. Our success over the past few years means we're continuing to grow our team and we're now looking for an ambitious Pursuit Manager to join our team!</p> <p>As the Pursuit Manager aligned to pursuits within our Infrastructure industry, you will be responsible for the development of win strategies and the end-to-end pursuit management of project opportunities, as well as supporting panel opportunities for the industry. You will be an integral part of the team supporting the development of Infrastructure bids and proposals in collaboration with the Global Pursuit Team, the wider Clients, Markets and Growth (CMG) team, partners, and other stakeholders.</p> <p>This role brings a fantastic opportunity to share bid and pursuit best practice, contribute to bid improvement and efficiency, and develop deep relationships with partner and CMG stakeholders within our Infrastructure group. By ensuring we are winning work in these core focus groups with high procurement activity, you will be contributing to the firm's strategic growth.</p> <p>This role will report to and work closely with the Australian Head of Pursuits as part of a team located across our Australian offices. The role is based in Brisbane/Sydney/Melbourne and allows for hybrid working.</p> <p>As part of our commitment to excellence and professional development, we are a Corporate member of the Association of Proposal Management Professionals (<a href="#">APMP</a>).</p>

<b>Main responsibilities</b>	<ul style="list-style-type: none"> <li>• Manage the end-to-end process for Infrastructure pursuits from qualification and submission to presentation and lessons learned.</li> <li>• Champion Ashurst's global pursuit methodology, drive best practice and ensure continuous improvement across pursuits and bids</li> <li>• Work closely with CMG team members to advise partners and other key stakeholders on opportunity qualification and pursuit strategy.</li> <li>• Support the development of win strategies, considering relationship, commerciality, competitive positioning and pursuit intelligence.</li> <li>• Work in collaboration with the Global Pursuits Team, wider CMG team, partners and key stakeholders, to create a high-performing business development culture.</li> <li>• Work with Head of Pursuits and Major Pursuits Senior Manager on continuous improvement initiatives.</li> <li>• Work with and support other Pursuit team members aligned to core focus groups.</li> <li>• Support on internal bid reporting and maintenance of relevant credentials in our bids system</li> <li>• Risk and control to ensure all activities and duties are carried out in full compliance with our regulatory requirements and internal policies.</li> </ul>
<b>Essential skills and experience</b>	<ul style="list-style-type: none"> <li>• 5+ years' experience in a pursuit and bid role in legal, professional services or other relevant environments.</li> <li>• Strong technical capability in leading pursuits, including stakeholder engagement and project management skills, and a proven ability to successfully manage bid processes.</li> <li>• Ability to effectively manage and engage key stakeholders in leading pursuits / bids.</li> <li>• Excellent writing skills with the ability to transform technical information into clear, compelling content for proposals to various audience types.</li> <li>• Highly competent user of the Microsoft Office suite, including advanced Word and PowerPoint skills.</li> <li>• Exceptional attention to detail.</li> <li>• Self-motivated; comfortable working autonomously to deliver the objectives of the role with limited day-to-day supervision.</li> <li>• Team player, with a strong service ethic and a desire to drive continuous improvement.</li> <li>• Qualified to degree level or equivalent (preferably in business, marketing or communications).</li> </ul>
<b>Desired skills and experience</b>	<ul style="list-style-type: none"> <li>• Client facing bid, sales, business development or account management experience.</li> </ul>

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	<ul style="list-style-type: none"><li>• An understanding of legal practices, products and the legal competitive landscape.</li><li>• Experience in developing win strategies, with an ability to successfully articulate themes, differentiators and benefits.</li><li>• Experience supporting pursuit teams throughout the pursuit lifecycle, including critical meetings, presentations and commercial negotiations.</li><li>• Bid, proposal or pursuit-specific qualification or certification, such as through APMP or Shipley.</li></ul>
<b>Background checks</b>	In order to comply with regulatory and client requirements, Ashurst will undertake appropriate vetting of staff. When applicants accept a job offer, Ashurst, alongside a specialist provider, will undertake professional verification and background checks. These checks are only undertaken with consent, and in accordance with our legal and regulatory obligations.

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