


Job Opportunity: Business Development & Bid Manager

 **Location:** United Kingdom (Remote)

 **Department:** Sales

 **Job Type:** Full-Time

 **Reports to:** Sales Director

Drive Growth and Innovation with Tranzaura

Tranzaura is a fast-growing fleet management and intelligence software company, empowering organisations to run smarter, safer, and more efficient operations. We're looking for a **Business Development and Bid Manager** to join our team and play a pivotal role in our continued expansion across both commercial and public sector markets.

This dual-role opportunity is perfect for a strategic thinker who thrives in both sales execution and bid management. You'll be responsible for identifying and converting new business opportunities while owning the full bid lifecycle for public sector tenders and frameworks.

What You'll Do:

Business Development:

- Build and manage a strong pipeline of opportunities aligned with company growth goals.
- Identify, engage, and convert new commercial and public sector customers in transport, fleet, and mobility sectors.
- Build lasting relationships with key stakeholders and decision-makers.
- Deliver impactful product demonstrations and customised commercial proposals.
- Lead negotiations and close deals that support long-term revenue growth.
- Collaborate with marketing, product, and implementation teams to ensure a seamless customer journey.

Bid & Tender Management:

- Take full ownership of the bid management process—from opportunity identification through to submission.
- Identify, qualify, and manage tender opportunities via public sector procurement portals (e.g., Contracts Finder, Public Contracts Scotland, eTendersNI).
- Write clear, compliant, and compelling responses that showcase Tranzaura's value proposition.
- Coordinate input from internal teams and subject matter experts to develop high-quality submissions.

- Maintain and manage a bid library including standard responses, case studies, and policies.
- Track bid performance, report on outcomes, and continuously improve future submissions.
- Ensure all bids are delivered on time and meet submission requirements.

What We're Looking For:

- Proven experience in a **Business Development or Bid Management** role, ideally in **B2B SaaS, fleet, transport**, or related sectors.
- Track record of successfully managing and winning public sector tenders.
- Strong understanding of public procurement processes and evaluation criteria.
- Excellent written communication skills, with the ability to articulate complex ideas clearly and persuasively.
- Confident presenter and skilled negotiator, comfortable engaging stakeholders at all levels.
- Proficiency with CRM tools and bid management systems.
- Highly organised, detail-focused, and able to manage multiple priorities to tight deadlines.

What You'll Get:

- Competitive base salary with **uncapped commission potential**.
- The opportunity to shape our public sector sales strategy and win high-impact contracts.
- Career development and professional growth in a fast-paced, innovative environment.
- Flexible, remote-first working model.
- A supportive, ambitious team building the next generation of fleet intelligence technology.

Ready to help drive Tranzaura's growth in the fleet and mobility sector?

Apply [here](#) and join a company that's redefining what fleet software can do for organisations across the UK and beyond.