



Job Description – Bid Manager

Location: United Kingdom
Reporting to: TBC
Department: Group

Employment: Full-time, permanent,
Hybrid: 3 days minimum onsite

About LPA

LPA Group plc is an innovation-led engineering company that designs and manufactures electronic and electro-mechanical components and systems.

Focused on transport (rail and aviation), defence, infrastructure and industrial markets and supplying into hostile and challenging environments, LPA is known for engineering solutions to improve product reliability, reducing maintenance and life cycle costs.

Overview

This is a newly created role within a business undergoing significant transformation, offering a unique opportunity for an individual to shape and define their own position. The successful candidate will play a key role in supporting the company's growth ambitions by driving innovation, establishing processes, and recommending improvements across the bid and project lifecycle.

Operating as a Group-wide role across four UK sites delivering a diverse range of products and projects, this position requires a high level of ownership, initiative, and collaboration. The role will be central to aligning cross-functional teams and ensuring a consistent, efficient approach to bid management and project transition.

Key Responsibilities:

- Manage incoming bids and coordinate responses across the business
- Support the external sales team in developing and progressing opportunities
- Oversee and manage costing activities to ensure accuracy and competitiveness
- Coordinate bid-related inputs across Operations, Quality, Engineering, Commercial, and Purchasing teams
- Lead the bid handover process into Project Management, ensuring smooth transition and clarity
- Manage key stakeholders by reporting on updates to major tenders and providing updates to executive team
- Work closely with the sales team to manage and maintain a healthy opportunity pipeline
- Collaborate with Finance to support margin optimisation and commercial performance
- Contribute to process definition, continuous improvement, and transformation initiatives



- Drive continuous improvement initiatives across bid and commercial processes
- Develop and implement scalable solutions to support business growth and consistency across multiple sites

Key Qualifications:

- Proven project management experience
- Strong stakeholder management skills, with the ability to influence at all levels
- Excellent verbal and written communication skills
- Ability to work effectively under pressure and meet tight deadlines
- Team management or coordination experience
- Strong organisational and filing/document control skills
- Advanced Microsoft Office skills (Excel, Word, PowerPoint)
- Experience with BMS Epicor (preferred)
- Strong problem-solving mindset with a focus on practical solutions
- Previous experience within an engineering or manufacturing environment, with good market understanding

Additional Requirements:

- Willingness to travel within the UK as required
- Potential for direct customer interaction as part of the role