



We're hiring

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Bid Writer

- Bid team
- Full-time
- Hybrid

About us

Zest is one of the UK's fastest-growing electric vehicle (EV) charge point operators, with a mission to make EV adoption accessible to everyone. By joining our team, you'll drive transport decarbonisation, support the UK's net zero goals and help improve air quality.

As a B Corporation, we're committed to making a positive difference for people and the planet, while also driving sustainable growth. This ethos is reflected in our company values, which guide everything we do:

People first

Our infrastructure is designed to **serve communities**. We're committed to developing charging solutions that people need today and in the future.

Social equity

As nearly 40% of UK drivers don't have a driveway, **we're making EV adoption a realistic option** for those **without home charge points** by providing publicly accessible infrastructure.

Doing it right

Beyond delivering low carbon infrastructure, **we're undergoing carbon literacy training**, regular carbon audits and carbon offsetting to ensure we meet our **2040 net zero targets**.

About the role

Bid Writer

- Bid team
- Full-time
- Hybrid

The Bid Writer will work within Zest's sales team to create professionally written content for proposals and tenders that articulates our value proposition and win themes. They will support the end-to-end bid process, writing compelling content and working with multiple stakeholders across the business.

Responsibilities

- To support the Head of Bid, Senior Bid Manager and Bid Manager with writing and coordinating bid responses, ensuring bids are submitted on time and in line with the bid cycle
- Conduct customer research to maximise understanding of their requirements and align our win themes
- Working with the team to storyboard answers to responses
- Produce high scoring proposal content that clearly articulates the benefits of our solution to meet specific client needs, which answer specific tender questions and are in line with guidance provided in the tender scoring matrix, or in line with market best practice where not provided
- Ensuring all bid management tools are used to support the production of comprehensive, timely bids
- Keeping up to date with all bid documentation including responses to clarification questions from the client
- Deliver completed written proposal responses to the Head of Bid or Senior Bid Manager in line with agreed deadlines, escalating issues as required
- Proactively develop and manage a network of subject matter experts.
- Providing regular updates on bids currently in progress to the Head of Bid and CDO as required
- Engage with other sales team members and the wider business to ensure thorough and compelling bids are written and submitted

Knowledge & skills

- Minimum 1 Year experience in similar role
- Experience of bid and proposal management
- Strong writing skills
- Excellent communicator
- Ability to develop compelling and robust proposals

Essential qualifications

- Educated to degree level is preferred
- APMP or similar qualification is preferred but not required

Meet the team

Bid Team



Sarah Rodgers
Head of Bid

As Head of Bid, Sarah leads the bid team and is responsible for the development and delivery of high-quality, strategic bids and proposals to win new business and contribute to the company's growth. Outside of work Sarah loves travelling, strength training, dog-sitting her grandpup Bonnie and making precious memories with friends and family.

Poppy Murray
Senior Bid Manager

As Senior Bid Manager, Poppy leads strategic public sector tenders, working across departments to create winning submissions. She is also passionate about driving continuous improvement within the bid team. In her spare time, she enjoys reading, spending time with family and anything music related.



Dawn Whiteman
Bid Coordinator

As Bid Coordinator, Dawn's role involves monitoring tender opportunities and bid updates, supporting pre-qualification and tender submissions, maintaining bid content, and working with teams across the business to ensure responses are accurate, compliant and competitive. She also contributes to data protection activities as part of the DPO team. Outside of work Dawn enjoys running, and regularly taking part in parkruns.



Why Zest

Be part of something that matters:

Join an industry that's driving real change. If you're looking for a career with purpose and impact, we'd love to have you on our team.

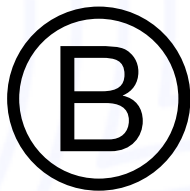
Thrive in a great team culture:

Recognised as a certified Great Place to Work, we've built a supportive, collaborative environment where contributions are celebrated, and our team are empowered to grow.

Our benefits

- Hybrid working - we have no set office days, so you can work flexibly
- 25 days annual leave increasing to 27 days after 2 years' service
- Enhanced family leave and pay
- Employee Assistance Programme
- Health and wellbeing benefit
- Paid dependants and carers leave
- Enhanced parental and bereavement leave
- Eye care

Certified



Corporation



We are a
Living Wage
Employer

What's next?

If you're interested in joining the team,
apply for a role at zest.uk.com/careers.

Or alternatively, send your
CV to careers@zest.uk.com



careers@zest.uk.com
zest.uk.com/careers

0333 577 6760

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