



Fran Swain

- Proposals Manager for a Global Engineering Consultancy based in Birmingham
- Been in the industry since 2016
- Enjoys tennis and walking her Daschund Pablo!
- Practitioner level

Benefits of mentoring

- Allowed Camille to grow
- Sharing partnering best practices
- Someone to share with and get support from



"Finding your feet in any career can be overwhelming, but having a mentor enables you to open doors you didn't have access to before, and understand that you're not doing this alone and there's plenty people around you who can support your growth and development."

Fran Swain
WSP

APMP UK RAPPORT MENTORING

Read first hand about our mentees experiences of the mentoring programme.

WHY BE A MENTEE?

It felt I would benefit from having a mentor to guide me in the earlier stages of my bid career.

WHAT HAVE YOU LEARNT ABOUT YOURSELF?

So much! My mentor has really opened my eyes to different ways of thinking and unlocked an element of professional and personal development that I lacked beforehand.

HOW ARE YOUR MEETINGS WITH YOUR MENTOR?

Always focused on my goals and objectives, a time where I can share my feelings, challenges and aspirations open and honestly.

WHAT ARE YOUR HIGHLIGHTS FROM THE PROGRAMME?

Meeting my mentor, someone who is likeminded and non-judgmental. Developing positive work and life habits.

WHAT HAVE YOU GAINED FROM THE PROGRAMME?

Confidence in my ability to do my job, broaden my network, better understanding of the career options available in the bidding industry.

WOULD YOU RECOMMEND THE PROGRAMME TO OTHERS?

100% I would recommend the programme to others. I came into mentoring at a time where I felt lost and confused about my next steps. I've since developed a constructive two-year plan that I'm working towards to provide me with clarity and focus on my future.

ANY OTHER INSIGHTS YOU'D LIKE TO SHARE?

Never be afraid to ask for help or raise your hand if you're struggling! Bidding is a very stressful industry, and we all face similar challenges from time to time. Just remember that you're not alone and there's support out there if you feel you need it.



APMP UK RAPPORT MENTORING PROGRAMME

THE PROGRAMME IS AVAILABLE TO ALL APMP MEMBERS.

If Fran's experience of the programme has convinced you that you would like to have a mentor, then you can apply at [Career Mentee Application](#).

MAYBE YOU HAVE SOMETHING TO OFFER?

If you are interested in joining our team of mentors, you can apply at [APMP UK Rapport Career Mentor Application](#). You will receive full training and on-going support to help you be the best mentor you can be.

WOULD YOU LIKE TO MEET OUR MENTORS?

To find out who is already a mentor, you can meet the team at [Meet the Mentors](#). Maybe one of these people could be the one to support you?

