

# Case Study

**The Client:** SDV Oilfield Ltd  
**Industry:** Logistics  
**Requirement:** Bid Specialists



## The Client

SDV Oilfield Ltd is part of Bolloré Transport Logistics, a major international transport and logistics company providing end-to-end logistics solutions to clients in various industries including Oil & Gas, Mining, Pharmaceutical, Aid Relief, and Technology. The company is strengthened by its close relationship with major international transportation operators, advanced IT systems and its global network of over 600 offices with 35,800 employees in 110 countries.

## Our experience of working with SDV Oilfield

Since November 2011 we have helped SDV build a team of seven bid and proposal specialists based in Uxbridge. *“Many of the proposals that we work on focus on Oil & Gas and Mining projects in sub-Saharan Africa. When recruiting we are always quite specific about the skills and experience we are looking for – Bid Management background, experience in transport and logistics, and French language skills are the core skills we are looking for.”*

**Anna Popova, Bid Manager** at SDV Oilfield Ltd.

As the preferred recruitment partner for all bid and proposal roles, we have built a strong relationship with Anna and her team. We have a good understanding of the culture of the business and the types of candidates who work well in their environment.

*“Anna always has a clear description of the role she is looking to fill and of the skills and experience she is looking for. It hasn’t always been easy to find the ideal candidates, but all of our*

*placements have been a success. Upon our advice, a member of Anna’s team also recently attended an APMP conference to help with their personal training and development.”* **Lisa Easthope, Recruitment Consultant** at Bid Solutions.

Our most recent brief for a replacement Bid Specialist came through during the first week of January 2016. All three candidates that we put forward were asked in to interview; an offer was made within two weeks and the chosen candidate started working within three weeks of the initial conversation.

**TESTIMONIAL:** *“Bid Solutions have been a valuable recruitment partner of SDV Oilfield’s for the last few years. Their understanding of the proposal writing industry goes beyond just matching skills and experience to a job spec. When I receive a candidate profile from Bid Solutions I know they are already vetted as a suitable fit for the job.”*

**Anna Popova, Bid Manager** at SDV Oilfield Ltd.

**Bid Solutions is the leading provider of bid and proposal professionals - we connect winners. Our team is APMP certified so we understand your complex bid and proposal process, and the demands it puts upon your business. Whether you are looking to improve your win-rate or develop a winning career, we have the people and opportunities.**