

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

Since November 2011 we have helped SDV build a team of seven bid and proposal specialists based in Uxbridge. 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.

Our most recent brief for a replacement Bid Specialist came through during the first week of September 2017. 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.

“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, Operations Director at Bid Solutions

Client 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 recruitment, consulting and training services. As the pioneers of bid recruitment, we have an established network of over 12,000 candidates. With 800 independent bid and proposal contractors and consultants to choose from, we are your go-to partner for all urgent bid and proposal contract requirements. We publish the critically acclaimed Bidding Quarterly magazine and run the largest UK Salary Surveys for the profession. We are experts at recruiting and connecting winners.