

Case Study

The Client: Corporate Travel Management

Industry: Travel Management

Requirement: Bid Specialists



The Client

CTM is one of the fastest growing travel management companies in the UK with offices across Europe. They are a boutique global agency that takes an award winning approach which combines best-in-class technologies and great people to deliver comprehensive content and simple business travel management processes, flexibly and personally.

Our Experience

In July 2015, Bid Solutions was tasked with finding a Bid Writer to join CTM. Having spent the majority of the year trying to recruit, with internal and external recruiters both proving unsuccessful, they decided they needed specialist help. Amber Holden, Bid Manager, provided a brief to Bid Solutions in the hope that they could succeed where others couldn't.

Having agreed to engage Bid Solutions, it took fewer than 4 days to provide a shortlist of candidates. From this list Amber made her selection and worked with candidates through the interview process. With an impressive shortlist, Amber had the difficult task of choosing just one. Since starting, both Amber and the new recruit have provided positive feedback on another successful connection by Bid Solutions.

"I had a clear understanding from the outset of the kind of candidate that Amber was looking for. She did a great job of selling the company and her enthusiasm for the role was apparent, which allowed me to provide candidates with a really positive impression of the organisation. With our unrivalled network, sourcing passionate writers was relatively straightforward."

Ben Hannon, Recruitment Director at Bid Solutions

Client Testimonial

"After searching for a bid writer with the right experience and attitude for our business for nearly six months to no avail, I contacted Bid Solutions to help me recruit. Very quickly I was provided with a shortlist of experienced and capable professionals that met our requirements. We offered one the job and I have now finally filled the position! I was very impressed with the efficient service I received from Bid Solutions and the quality of candidates that they put forward for the role."

Amber Holden, Bid Manager at CTM

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.