

# Winning Bid Leadership

## Presentation Summary:

Creating high performance and a winning spirit in a large team can be easier said than done. It can be hard to work out which things genuinely make a difference. If you are frustrated by having a hit and miss approach to leading and motivating your team, this talk could really be useful. It will help you understand how to call upon the whole team's innate confidence, capability and energy much more effectively to work together and deliver winning outcomes. These outcomes give business results your team and organisation both want and deserve.

## What you will learn:

- Five things Winning Bid Teams do more of, a model developed by Gill after working with a railway franchise team for fifteen months.
- From a real example: how attention to leadership and team work helped a bid team of 90 move from three losses to two strategically significant and high value wins.
- Practical, yet inspiring tools, tips and activities on how you and your team can generate and sustainably deliver outstanding performance.

## Who will benefit:

- Sponsors, senior leaders and strategic contributors responsible for high performance and success in their organisations.
- Bid and Project Directors, wanting new thinking to improve their chances of bid success.
- Ambitious professionals needing high performance from their collaborative relationships.
- Any team leader requiring a significant outcome, who is working to meet a deadline and in a pressurised environment.

## Gill's credentials:

*"Gill coached and supported all of us in new leadership thinking and team working to deliver our objectives. Understanding and modelling improved behaviours has allowed us as individuals to "be at our best", and then facilitate all the team to do the same. This has been a significant contributory factor in winning the [Northern Rail franchise bid](#) and the [London Overground concession](#). Thank you Gill for your support."* MD, Franchise Bidding, Train Operating Company.

From recent talks: *"A breath of fresh air on Bid Leadership."* Alex Warner, Chief Executive, Railway Study Association.

*"Gill's talk greatly helped me understand the team dynamics, pressures and performance of a high-pressure environment."* Senior Leader.

## Gill's biography:

Gill How has over twenty years' experience of working with high performance teams in rail, technology and public sector organisations, with a track record of supporting their winning results. She is a versatile leadership development consultant both in the UK and overseas, an engaging speaker, coach and facilitator, blogs monthly about leadership, team performance and personal development and is an expert in positive change.

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