



AT A GLANCE

 **£199m+**

contracts, frameworks and tenders secured

 **£5.8m**

grant funding secured for charities and voluntary groups

 **10+**

business awards won and shortlisted

 **FHEA**

Fellow of the Higher Education Academy

SECTORS

- ① Health & care
- ① Public sector
- ① Charities & voluntary sector
- ① Small & medium-sized businesses
- ① Higher & further education
- ① Social enterprise

QUALIFICATIONS

- ① BA (Hons) Business Administration
- ① PGCertHE (2018) & FHEA
- ① CIPD professional qualification
- ① SFEDI Level 5 Small Business Support
- ① PTLLS Level 4 & TAQA assessor
- ① IOSH Managing Safely
- ① Master Practitioner NLP

CONTACT

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Winning bids, tenders and awards – more than £199m secured for clients across health, public, charity and business sectors

Rachel has been In-Form Solutions' specialist bid writer since 2012, helping the company and its clients win tenders, frameworks and funding across health, public, charity and business sectors. She has contributed to more than £199m in contracts, frameworks and tenders secured – including £5.8m in grant funding for charities and voluntary groups. Drawing on a background in bid management, HR, charity leadership and university teaching, she delivers clear, persuasive, high-quality submissions that give clients the best chance of success.

KEY EXPERIENCE

-  **Bids & Tenders.** Commercial tender writing and bid management, securing more than £199m in contract values, frameworks and tenders.
-  **Grant & Growth Funding.** £5.8m in grant funding for charities and voluntary groups, plus government and growth funding for businesses.
-  **Business Awards.** Winning submissions for awards including the King's Awards for Enterprise, Great British Entrepreneur Awards and Chambers of Commerce.
-  **Charity & Social Enterprise.** Charity governance and operations; led a community interest company that secured £1.4m of Department for Work and Pensions contracts.
-  **HR & People Development.** CIPD-qualified HR professional; coaching, mentoring and training, including government-funded business support programmes.
-  **Teaching & Mentoring.** Ten years as Associate Lecturer and Module Leader at Derby Business School, and entrepreneur mentor for university programmes.

CLIENTS INCLUDE

NHS · Government Departments · Universities · Charities · Commercial Companies · Social Enterprises



CAREER SUMMARY

In-Form Solutions Ltd *Bid Writing Consultant* FEB 2012 – PRESENT

- ① Bid writing and bid management for In-Form Solutions and its clients, contributing to successful tenders and framework applications (ongoing).

Independent Consultancy *Bid Writer & Business Adviser* 2014 – PRESENT

- ① Tenders, contracts, government and growth funding, business award submissions and charity sustainability advice (including for the Canal & River Trust) – contributing to over £199m of funds secured to date.
- ① Mentor for the Help to Grow programme delivered by Nottingham Trent University (2021 – 23) and the Be the Boss student entrepreneurship programme at the University of Derby (2009 – 22).
- ① Award winner: Alumni Businessperson, University of Staffordshire (2026); Solopreneur, Best SME Awards (2026); Micro Business, Best British Business Awards (2022); Female Entrepreneur, East Midlands Chamber Enterprising Women (2021); DerbyshireLive Professional Services (2021/22); FSB Micro Business of the Year, East Midlands (2019) and West Midlands (2020); Theo Paphitis SBS (2019); #SmallBiz100 (2018).

We Are The Hookup Ltd *Founder* 2020 – 2026

- ① Created and delivered an Innovate UK-funded, UK-wide swapping platform for small businesses and charities, growing to 1,100 members in three years.
- ① Winner, FSB East Midlands Community Award (2022); finalist, Great British Entrepreneur Awards (2020 and 2021).

University of Derby *Associate Lecturer, Derby Business School* 2012 – 2022

- ① Taught people management, enterprise and performance modules; previously Module Leader, co-ordinating a team of six to nine staff.

Derby College *Bids & Tendering Co-ordinator* 2013 – 2015

- ① Researched, co-ordinated and wrote bids and tenders for the College and its partners, securing £45,000 of Learning Enhancement funding.

Community Enterprise Derby CIC *Managing Director* 2009 – 2013

- ① Designed and delivered an asset-locked community interest company trading arm, securing £1.378m of Department for Work and Pensions contracts and a £300,000 surplus in its first three years.
- ① Represented the third sector on the Renaissance Board and City Growth Board, and was Vice Chair of the City Employment & Skills Board.

Community Action Derby *Business Development Director* 2004 – 2009

- ① Led income generation for the charity – developing services, writing bids and proposals.
- ① Temporary CEO (2006), managing teams of 8 to 40 staff, volunteers and board members.

ASSIGNMENTS & EXPERIENCE

PREVIOUS ASSIGNMENTS

Badger Group WEST MIDLANDS · 2025 – 2026

Not-for-profit social enterprise healthcare co-operative

- ① Lead bid writer for an external tender to provide a specialist community healthcare service (2026).
- ① Lead bid writer for an external tender to provide NHS urgent care services (2025).