

Profile: Sophia Siwek

Business Development



MAIN RESPONSIBILITIES:

Sophia's main responsibilities are to provide Business Development and Marketing strategic support to Bancon Construction to increase and deliver opportunities to win construction projects. Sophia is responsible for networking, building relationships, safeguarding existing clients and liaising with potential clients.

GENERAL EXPERIENCE:

Sophia is currently studying a BA Hons Business Degree at Robert Gordon University which she is due to complete May 2017. Sophia has worked for Bancon Construction for 3 years in which she has secured many contracts for the company. Sophia has experience in property development, sales, strategic planning, economic development and business planning and generation.

KEY PROJECT EXPERIENCE:

New Housing Manor Walk <i>Value: £13.5 Million</i>	80 New Build houses & flats in Aberdeen for Aberdeen City Council. Sophia was involved in the pre-tender and pre-qualification stages of this project.
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New Hangar for Gama Aviation <i>Value: £3.5 Million</i>	New Hanger & Reception Centre for Gama Aviation Ltd. Sophia negotiated this contract for Bancon Construction.
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Car Showroom <i>Value: £2.5 Million.</i>	After negotiating with the Architect, this project was tendered and Bancon Construction was awarded the Main Contractor Title.
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PQQ <i>Value: Various</i>	If a project has a PQQ element to it, Sophia will collate and organise this information for the business.
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