

INFRASTRUCTURE WOMEN IN FOCUS



WIN NZ has been established to increase the visibility of women in the infrastructure sector. Every month we profile a different woman working in a different part of the industry. If you would like to be profiled, or would like to nominate someone to be profiled, please answer the questions below and send your picture through to [Tara](#).

We'd like to introduce Melanie Llewelyn from Height as our next Woman of Focus. Melanie is a member of the WIN Auckland Network.



MELANIE LLEWELYN
PRINCIPAL - BIDDING

HEIGHT

1. What company or organisation do you work for and what is your role there?

I work at Height Project Management and lead a team supporting contractors to win infrastructure construction, operations and maintenance work, predominantly with local authorities in New Zealand and Australia.

2. Tell us about your career background and how you got to this position/role?

My educational background is in geography and my first job was working for a company that delivered aid development projects in South East Asia. In this role I started to learn about business development, positioning to win and how to write winning proposals. Since then I've worked in forest industry consulting and I have held similar bid writing & management roles with a number of infrastructure service providers. After taking a break to have a family, I joined Height six years ago while the business was in its infancy. It's been great to be a part of Height's growth journey and I've learnt a lot along the way.

3. Tell us about a project you are currently working on and why it interests you?

I'm currently supporting several companies to pre-position with their clients for key contracts in water, facilities management and roading maintenance, as well as large-scale civil construction across NZ and Australia. I love working with my clients at this stage as this is where the magic really happens – putting the proposal together is just the last step of a much longer process. Pre-positioning is where I learn about the company I am supporting, help them gain a really good understanding of their client's needs and develop their value proposition. Regardless of the contract scope, I learn something new every day in my role.

4. What's the hardest job you've ever done and why?

Every bid I work on has unique challenges. The proposal for the East Frame (Rauora Park) in Christchurch was both challenging and fascinating for me. At the time, it was the largest project I had worked on and involved complex horizontal construction across three waters, utilities, roading and landscaping. I needed to get up to speed quickly on the project scope, construction staging and project risks. The bid team was large, so quickly developing a rapport with the team was critical to the ultimate success of the bid.

More recently I have been involved in preparing two large and demanding maintenance contract bids for Auckland Council (Community Full Facility Services in 2016 and Integrated Waste Management in 2019). Both of these contracts were a significant step-change from their current models. I'm proud of the role I played in supporting my clients to develop and successfully execute their bid strategy.

5. Can you think of one example where your "diversity" has materially affected the outcome of a work situation or project, either positively or negatively?

I often find myself participating or running bid meetings or workshops in a room full of men (engineers and project managers). This does not faze me; I'm not afraid to speak up, challenge or ask for highly technical concepts to be explained. I also find it helpful to bring a female perspective to the development of solutions, particularly around some of the 'softer' aspects of the bid such as stakeholder engagement, social procurement and environmental outcomes. Ultimately, I'm responsible for turning 'engineer' speak into a compelling tender that everyone on the evaluation team can understand regardless of their level of technical knowledge.

To learn more about opportunities for a career with Height click [here](#) or you can connect with Melanie on [LinkedIn](#).

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