



Proposal Development Services

At Head Global we pride ourselves on offering a wide range of services related to business development strategy and proposal development. Client confidentiality is important to us and as such, we do not list our specific business development successes publicly. Specific information can be made available upon request, following client authorization.

Business Development Strategy

Whether we are conducting a proposal trend analysis, leading a business development audit or supporting a capture and pre-bid positioning efforts, we are always thinking about creative ways clients can improve your visibility, winability and efficiency. Our analysis work is a great way for your organization to improve systems, strengthen processes, and clarify organizational and proposal team roles and responsibilities.

Proposal Recruitment

As experts in international recruitment, our team is able to source high caliber candidates on even the most complex, high-value proposals. From our strong global networks, we offer clients full-cycle proposal recruitment for both expatriate and field-based personnel. We work with clients to develop management plan win themes and build rosters of Chief of Party candidates. We are even able to help clients navigate compensation conversations with international candidates - a perk of having recruited in over 56 countries!

Proposal Management

Our proposal management services run the gamut of what you may need. We have managed successful bilateral USAID proposals that range from \$150,000 to \$80,000,000 as well as successful global IDIQ proposals with ceiling as high as \$2 billion. Our proposal managers are known to streamline points of contact and perform additional functions as needed - anything from technical writing, copy editing, cost volume development, and recruitment.

Proposal Reviews, Writing, Editing, And Graphics

We have written numerous USAID proposals, ranging in size from small task orders to large and strategic overseas work in complex technical sectors such as workforce development, monitoring and evaluation, and stabilization. We provide technical and cost proposal reviews that are actionable, robust, and timely. We provide proposal editing and graphics support and our reviewers and editors make suggestions that will increase your chances of winning a bid.

Pricing Strategy And Cost Proposal Development

When it comes to cost proposals, we are able to handle sensitive and confidential information with care. We provide client-specific pricing strategies and have experience in developing full cost volumes for a range for donors including USAID, DFID, MCC, and others.



Kathryn Karl, Director of Proposal Development

A proposal development, recruitment and program specialist with 9 years' experience working in the international development industry.

