# Personal Profile

## ****Activity: Business Profile****

**Students**

Create a profile.

One of the main aspects for winning work is going through the tender process and bidding. We have a dedicated Bid Team that compiles the necessary information to submit bids that will enable us to procure work. Part of this process is to introduce members of the team that will potentially be working on the project.

Please create a business profile introducing yourself and what skills you have that will benefit a project.

We believe the delivery dynamic is as important as dynamic delivery.

We listen, respond, and actively cultivate positive, highly-personalised relationships among our project teams and with our customers.

**Solo Malemo - Social Value Advisor**

My name is Solo, and I will be responsible for advising the project team in the delivery of Social Value in area south. I will be providing advice on the delivery of social value and the strategic engagement in the community to meet the client requirements.

With vast experience working in different communities, having fulfilled roles in community engagement and community liaison, I am able to identify social value opportunities whilst working in partnership with residents, community teams and local authorities.

I joined ISG from Skanska, where I worked on the HS2 project engaging with various communities and stakeholders. I have 15 years of experience working across London in different industries for companies such as TFL (London Underground), NatWest and Learndirect.

For my past time, I get involved in local community activities such as fund raising. I am also involved in my local football team, Whyteleaf FC, where I coach kids on the weekend.