

TSC Category	Business Development					
TSC	Business Proposal Writing					
TSC Description	Strategise action plans and prepare business proposals to capitalise on new business opportunities					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			EGS-BIN-3078-1.1-1	EGS-BIN-4078-1.1-1	EGS-BIN-5078-1.1-1	
			Prepare and collate relevant information to develop business proposals in response to requests for proposals (RFP) or other solicitations from potential customers	Develop business proposals in response to requests for proposals (RFP) or other solicitations from potential customers	Strategise action plans to proactively engage and capitalise on new, potential business opportunities	
Knowledge			<ul style="list-style-type: none"> Outline of organisational processes and procedures related to proposal development Purpose of proposals Proposal specifications Potential sources of information 	<ul style="list-style-type: none"> Organisational processes and procedures related to proposal development Purpose of proposals Proposal specifications Potential sources of information Relevant regulations 	<ul style="list-style-type: none"> Sources of information to gather useful information Market research Customer needs analysis Methods of assessing business opportunities Marketing and chartering strategies 	
Abilities			<ul style="list-style-type: none"> Identify relevant information required for drafting proposal Gather and collate information to support proposal development Conduct checks to ensure all necessary information and documents are incorporated into the business proposal 	<ul style="list-style-type: none"> Identify proposal objectives based on understanding of customer needs Draft proposal in accordance with proposal outline Refine proposal in consultation with relevant stakeholders 	<ul style="list-style-type: none"> Identify necessary information and sources of information Analyse market potential for business opportunities Conduct customer needs analysis to determine market demand Evaluate business opportunities to assess viable options Approve proposals to capitalise on viable business opportunities 	