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DPS Group hires Goodwin as senior proposal manager

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Kara Goodwin

Boston, MA DPS Group, a privately-owned, global engineering, procurement, construction management and validation (EPCMV) firm serving high-tech process industries, has added Kara Goodwin as a senior proposal manager. Reporting to Eddie Skillington, vice president of business development within the Group Project Operations, Goodwin will manage and execute the proposal lifecycle of all project opportunities. In this role, she will work closely with business development and operations staff to respond to proposals on behalf of the company's Architectural & Engineering (AE) Design, Construction Management (CM) and Commissioning Qualification and Validation (CQV) divisions. Goodwin will play an active role in the strategic planning of proposals and development of proposal content. She will inform and direct an operational approach to project pursuits and the delivery of best-in-class proposals with the goal of exceeding the clients' expectations.

"As a key member of our sales team, Kara will provide support on a variety of business development assignments, ranging from pre-bid evaluation to highly strategic proposals, pitches and project interviews," said Eddie at DPS Group. "With a strong background in communications and proposal management in the life science AEC industry, Kara will help drive a rapidly growing business. We are excited to welcome her to our team."

Goodwin brings over nine years of experience in the A/E/C industry, previously working for construction management firms such as Commodore Builders and A/Z Corp. She holds a bachelor of arts in Communications from Northeastern University and is a member of NAIOP's Developing Leaders.

Serving high-tech industries around the world, DPS Group delivers full-service engineering across a range of disciplines, including project management, procurement, design, construction management, health and safety management, commissioning, qualification, and validation (CQV), and facility start-up.

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