**Job Title: Commercial Manager**

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| **Role Purpose (position scope)** |
| Acting as commercial lead on existing contracts, bids and programmes, working with multifunctional teams within a dynamic environment at Draken Europe, focussed on long term service delivery programmes. Responsible for all commercial aspects throughout programme lifecycles; including proposal development, customer negotiations, internal governance, contract management and successful closeout. |

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| **Line Manager** | **Dotted Line** | **Direct Reports** | **Dotted Line** |
| Commercial Director | Programme Manager | N/A | N/A |

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| **Key Responsibilities** |
| * Contract Reporting: Enable robust reporting of supplier performance across various levels including contract, supplier, category, project, and portfolio, ensuring transparency and accountability. * Advising the business on all commercial and contractual matters. * Commercial Alignment: Ensure KPIs are aligned with proposed contract commercial models to drive consistency and effective supplier management. * Supplier Performance Management in collaboration with multiple stakeholders and project teams. * Risk Management collaborate with the project management to design and implement an effective risk management methodology, ensuring consistent application across all commercial engagements. * Contract Management: Lead the day-to-day management functions of key business contracts, ensuring smooth delivery and client satisfaction and obligations are met. * KPI Development: Refine and enhance the Key Performance Indicators (KPI) to maintain existing contracts, ensuring alignment with business objectives. * Collaborate with internal and external stakeholders to determine how data will be collected, analysed, and utilised for root cause identification, impact analysis, and mitigation implementation driving business objectives. * Supporting and directing commercial negotiations with new and existing customers, minimising liability and maximising profit. * Negotiate, draft, and manage contracts with key clients, suppliers, and government entities. Identifying and mitigating contractual risks. * Provide commercial guidance to internal teams and senior stakeholders. * Continuous Improvement: Champion initiatives for continuous improvement, encouraging innovation and best practices throughout the business. * To identify, assess and manage commercial risk throughout the contract / programme lifecycle. * Any other duties that are reasonably requested by management within the capability of the incumbent. |

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| **Core Competencies** |
| * Minimum 3 years' experience in developing, reviewing, drafting and negotiating contract terms and conditions within the context of programme scope. * Strong contract analytical capability * Contract Compliance: Ensure adherence to contract terms and milestones * Risk Management Proficiency: Demonstrated ability to apply effective risk identification, root cause analysis, and proportionate mitigation strategies to manage risks successfully. * Strategic Supplier Management: Highly collaborative approach to supplier management, with a track record of leveraging data insights to drive commercial performance. * Data Analysis: Strong data analysis skills with the ability to generate commercial insights even from incomplete datasets * Strong leadership and communication skills with the ability to influence stakeholders at all levels. * Broad business awareness and experience of managing the commercial elements of complex, high tech, challenging projects through the full development and contract lifecycle (ideally service delivery based within the aerospace & defence sector). * Combines experience, intuition and strategic thinking to make considered judgements about commercial opportunities and risks. * Excellent communication and presentation skills. * Experience of working with UK MOD, other UK government departments and export customers is ideal. * Knowledge of Single Source Contracting / Contracts and DEFCARS is desirable. * Degree calibre possessing the drive for further career progression. |

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| **Key Measures** |
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Job Holder: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Signed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Manager: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Signed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_