

Commercial Manager
Level 5 Zone 1
Salary Range £52,282 - £59,895

ROLE PURPOSE:

As a Commercial Manager / procurement lead for the Contract Resourcing Team (Property Division – Supporting Communities) you will bring procurement and commercial expertise and acumen to senior level business planning and decision making. It is essential that you foster effective working relationship with the directorate, including the senior management team and Members. You will influence, advise and constructively challenge to achieve best possible outcomes for our residents through the Council's considerable external spend. As the procurement specialist on commissioning and procurement within the Contract Resourcing Team, you will participate in decision-making and driving the increased integration and forward planning across the Division.

You will be required to provide strong leadership within the Commercial Team and Manage the commissioning and procurement of services for the wider Asset Management Team. A priority of the role will be the implementation, and ongoing development, of the Council's strategic approach to delivering an effective and efficient service to its residents. As part of the Contract Resourcing Team, you will also ensure a high quality, flexible and robust service to the Asset Management Team.

As a Commercial Manager you will bring commercial acumen, horizon scanning and market knowledge to focus on achieving outcomes for internal customers and Camden residents, while maximising the delivery of savings. Creating and maintaining effective relationships and influencing internal stakeholders at all levels will be critical to deliver these organisational outcomes. The role will include the allocation of procurement resources and management and monitoring the delivery of complex projects and programmes.

EXAMPLE OUTCOMES OR OBJECTIVES THAT THIS ROLE WILL DELIVER:

- Procurement and commercial factors are key considerations in the directorate decision making
- Continuous development of more efficient and improved governance and procurement processes across the Division.
- Motivated and high performing procurement service
- Well led and innovative commercial team, delivering savings and social and economic improvements in the area of procurement activity, achieving the outcomes in the Camden Plan, the Council's financial strategy and the Council's approach to procurement.
- High levels of satisfaction and confidence from the Asset Management Division , Directorate management teams, internal customers and suppliers about the procurement service
- The successful delivery of procurement programmes in the division, resulting in the achievement of improved outcomes for residents over the life of the contracts and achievement of the Council's savings target.
- Expert commercial advice and guidance is provided to members and senior officers
- Increased 'professionalism' of procurement & commercial activity within the Contract Resourcing Commercial team and across the Division, developing colleagues knowledge, skills, empowerment and experience in all general and technical commercial and procurement matters.
- All procurement processes stand up to scrutiny and are fair, open, transparent with high levels of information security.

- Contribution to the delivery of the Council's financial strategy, using innovative commercial approaches to leverage savings and efficiencies

PEOPLE MANAGEMENT RESPONSIBILITIES:

The post holder will be responsible for the day to day management and development of 4 staff who are part of the Commercial Team.

RELATIONSHIPS:

You will be largely self-managing and your personal management and development will be carried out within the Contract Resourcing Team and the supporting Communities Directorate.

You will have lead responsibility for developing and maintaining proactive relationships in one or more of the following areas

- Directorate Management Teams
- Public sector partners and bodies across London
- Supply-side market including voluntary and community groups

WORK ENVIRONMENT:

The post-holder will be required to work in an agile way in line with Camden's move to a paperless and flexible work environment.

TECHNICAL KNOWLEDGE AND EXPERIENCE:

1. MCIPS certification (or working towards a certification) or equivalent relevant number of years' experience working within a professional / commercial procurement environment, ideally in public sector procurement projects and delivering significant savings against demanding timescales
2. Demonstrable technical knowledge and experience of managing the procurement and negotiation of complex and business critical contracts and services in line with public sector legislation
3. Substantial experience of successfully working with senior managers and stakeholders to develop and deliver Directorate-wide procurement strategies and/or policies
4. Experience of leading, managing and developing staff and of developing and managing work programmes
5. Experience of managing risk in a commercial/political environment
6. Able to think creatively and strategically and be willing to progress innovative and creative ideas
7. Experience of gathering, analysing and reporting on data relating to the Directorate
8. Excellent interpersonal, verbal and written communication skills including formal report writing