

Job Profile Information: Residential Placements Negotiator

This supplementary information for Residential Placements Negotiator is for guidance and must be used in conjunction with the Job Capsule for Job Family People/Strategy, Policy and Governance at Job Level 5 Zone 1

Camden Way Category 4

It is for use during recruitment, setting objectives as part of the performance management process and other people management purposes. It does not form part of an employee's contract of employment.

Role Purpose:

- To be lead person responsible for negotiating with providers of residential placements for residents with complex needs to deliver best value placement costs for people with a complex (health, education and social care needs).
- The Residential Placements Negotiator has a vital role to play in bringing together information from council officers and partners involved in the care planning for the resident and provider contract/costing information. This will be used to negotiate best outcomes and value for money (VFM) placements for residents.
- Work with legal and procurement colleagues to ensure that contracts used for residential placements are fit for purpose.
- Provide guidance for those involved in residential placement case management to share good practice and ensure initial negotiations with providers provide clear expectations of outcomes and scrutinise costings.
- Work with staff across the organisation to develop and update operating processes and procedures.
- To directly contribute to the development of the residential placements commissioning plan.
- To improve and maintain issues risk logs for ongoing negotiations, ensuring that these are highlighted, managed and resolved where possible. To resolve disputes that may lead to legal challenges and to co-ordinate the response to legal challenges.
- Establish good links across Adult and Children's services to update market research and results regarding funding and quality of placements and provider landscape.

Example outcomes or objectives that this role will deliver:

- To represent the council as negotiator, advocate and contract developer
- To develop negotiation strategies including preparation of placement cost breakdowns, evidence collection and views of service users and those involved in developing care plans.
- To lead negotiations with residential placements and successfully negotiate fair placement prices from existing contracts based on multiagency case reviews
- To lead negotiations with residential placements and successfully negotiate better support and outcomes (including preparation for adulthood/independence where appropriate) based on multiagency intelligence
- Provide guidance for those involved in residential placement case management to share good practice and ensure initial negotiations with providers provide clear expectations of outcomes and scrutinise costings.
- To regularly report on the progress of negotiations and efficacy of the post to the management team

People Management Responsibilities:

No direct line manager responsibilities but may be required to provide management oversight and leadership regarding negotiation tasks on occasions.

Relationships;

- Communicate well, progress and maintain constructive working relationships with providers, local authorities, and wider partners.
- Work systematically and efficiently with all stakeholders (particularly education, health, social care, legal, commissioning and procurement) to embed principles of clear specification, VfM and continuous multi-agency review of placements across the council.

Key job titles/groups that the jobholder works with on a regular basis:

- Social Workers and Placement Officers in Adults and Children's Local Authority Services.
- NHS provider teams.
- Camden Commissioning and Procurement teams for Adults and Children's services.

Technical Knowledge and Experience:

- Experience of identifying a negotiating strategy and implementing this
- Ability to analyse a diverse range of information both (case related and contractual) to draw conclusions from in order to take decisive action
- Ability to work in demanding role that needs quick resolutions and while maintaining good relationships with providers

Work Environment:

The role will be located at 5 Pancras Square, London N1C 4AG within an office based environment. There will be a need to travel when required to various locations to meet stakeholders.

Camden Way Five Ways of Working

In order to continue delivering for the people of Camden in the face of ever increasing financial pressure, we need to transform the way we do things. We call this the Camden Way. The Camden Way is a key part of our transformation strategy often referred to as the transformation triangle which links the Camden Plan, the Camden Way and the Financial Strategy together.

The Camden Way illustrates the approach that should underpin everything we do through five ways of working:

- Deliver for the people of Camden
- Work as one team
- Take pride in getting it right
- Find better ways
- Take personal responsibility

For further information on the Camden Way please visit by clicking [HERE](#)

Structure

Children's Integrated Commissioning

Structure Chart – October 2018

