**Commercial Manager Job Description**

**Salary – c£65 - £70k**

As Commercial Manager, and reporting to the Head of Commercial, working within our fast paced and high performing Commercial Department, this role plays a pivotal role in ensuring the commercial viability of current and future M Group Energy (Metering) relationships, covering Data Collection, Data Management, Installation Services and Debt Recovery Services.

Working with existing and future customers you will ensure the service that we deliver and contracts that we manage deliver excellent customer service whilst maintaining commercial success.

In providing support across our M Group Energy portfolios, this role encompasses a range of tasks, including areas such as: bid modelling, contract writing, contract negotiation, commercial oversight and governance, and ensuring we have robust renewal strategies in place at potential point of exit.

A results driven role, there is a key focus on reviewing existing contractual mechanisms and processes, working with internal and external stakeholders, identifying areas to increase commercial value through operational and commercial improvement, risk and cost management and developing and overseeing the implementation of such with strong influencing skills. Throughout the life cycle of the contract you will need to constantly re-evaluate, re-model and plan to ensure ongoing business success.

Acting as a primary point of contact for dispute resolution the Commercial Manager is responsible for collaborating with Operational colleagues to ensure that mobilisations adhere to the agreed business model, financial parameters and timescales.

Responsible for an end-to-end contract process, it is essential that the Commercial Manager has the ability to establish the requirements through both a logical thinking approach and strong stakeholder management skills; is able to scope and analyse required reporting; possesses strong numerical ability so as to model a variety of scenarios leading to the commercial offering and business proposal; and is highly literate and able to write a well-written contract which clearly articulates the operational and commercial requirements.

**Required Skills**

* Significant Commercial Management experience, or experience in a role with transferable skills such as Procurement Management
* Understanding of compliance to contractual obligations and company governance
* Ability to identify business risks, and be able to design & implement mitigation plans
* Persuasive communication and influencing skills at all levels, both internal and external
* Ability to understand and design business processes
* High numerical, local and analytical ability with a methodological approach to problem solving
* Exceptional written skills with the ability to articulate a robust and detailed contract inclusive of both commercial and operational detail
* A passion for delivering excellent outcomes for our people and customers
* You will thrive in a fast-paced working environment, juggling tasks and managing priorities to deliver high standards of work, on time.

**Deliverables**

* Manage end-to-end contract renewal processes, applying a logical approach and strong stakeholder management skills, with analytical ability to fully identify the requirements and that which is to be covered in the renewal discussions and contract variation.
* Writing a very well-written contract that is comprehensive and fully articulates all operational and commercial requirements, ensuring all risk mitigation is adequately provisioned.
* Building relationships with internal and external stakeholders, balancing a delivery of customer service with the ability to drive change and negotiate so as to protect the business’ overall position.
* Demonstratable high numeracy and excel skills, with the ability to scope effective reporting requirements, analyse and report upon these to drive results across tenders, contracts, renewals, service reviews, operational improvements and commercial change.
* Ensuring output of work is to a high standard and delivered in a timely manner, to deliver the service required of the business functions the Commercial Department supports including Divisional and Group governance