

## Commercial Officer

### Job Description

#### Introduction

Net Consulting (NCL) have an excellent opportunity for a Commercial Officer to join our Commercial and Business Operations team.

The purpose of the role is to provide dedicated Commercial & Contractual support to NCL's stakeholders in order to continue to successfully execute current contracts and effectively pursue new opportunities aligned to NCL's strategy. The purpose of the role is to provide professional judgement and management of commercial, contractual and procurement matters.

NCL provide managed services to the public and private sectors, helping organisations perform optimally and securely. We are at the heart of supporting the Ministry of Defence deliver their digital backbone and unleash the power of Defence's data

#### Key Accountabilities & Responsibilities

- Provide Commercial & Contractual support in a fast-paced and challenging environment. This includes commercial strategies; compliance with regulations; competition; tendering & contracting and commercial risk
- Ongoing commercial support to existing contracts, including change/variation
- Commercial support to a range of Commercial activities, including: NCL's bids/proposals (Defence/Enterprise); Framework Management (e.g. Technology Services 3, Cyber Security Services 3); Assessing and supporting the negotiation of a variety of contractual agreements
- Accountability for Operational/Day-to-Day Commercial support; working flexibly to provide support to the wider company in order to provide commercial guidance and management
- Management of Commercial relationships with customers, technology partners, suppliers and distributors
- To act as a Commercial Point-Of-Contact for Net Consulting's Defence & Enterprise Teams
- Work effectively with the Head of Commercial to implement commercial best practice, efficiency and responsiveness within an ethical setting
- Work closely with the Accounts & Finance Team to ensure alignment of Procurement and Invoicing

- Work closely with key stakeholders to support the development of commercial/pricing models to deliver profitable services and solutions.

## Person Specification

- Bachelor's Degree in Business/Finance/Law or Related Degree
  - Achieved/Studying towards International Association for Contract and Commercial Management (IACCM) or equivalent Professional Body.
- Commercial / Contracts Experience
  - Knowledge of MOD & Public Sector contract mechanisms
  - Awareness of MOD contract terms (DEFCONS)
  - Experience of working in contract execution and bid environments
  - Public Sector Frameworks
- Confident approach to work independently
  - Autonomous, hands-on attitude, likes to take ownership from beginning to end
  - Comfortable in the ability to work independently
  - Proven ability to comply within processes and procedures
- Strong Commercial & Business Acumen
  - Including complex commercial strategies; compliance with public procurement regulations; competition; tendering & contracting and commercial risk.
  - Be involved, directly or in an oversight capacity, in all strategic and complex commercial activities & issues
- Strong People Skills
  - A high degree of client focus and customer/supplier relationship management skills
  - Effective cross-functional communication skills
  - Ability to develop effective working relationships with all key Internal & External Stakeholders
- Autonomy
  - Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes
  - Accountable Commercial role to the Head of Commercial
- Strong ability to work in a fast-paced and challenging environment
  - Ability to cope under pressure within time/mission critical deadlines
- Eligible for or Holder of current SC security clearance

## Company Benefits & Perks

- Competitive Salary
- Workplace Benefits: Contributory Pension Scheme, Private Medical Insurance, Life Assurance, Critical Illness Cover, Health & Wellbeing
- 25 Days' Annual Leave (in addition to Bank Holidays)
- Performance Bonuses (Personal & Company)
- Excellent Career Progression Opportunities