

Role Profile: Senior Commercial Officer

Vacancy Description

Amiosec is an exciting and growing UK technology company with innovation, agility and state of the art technology at its core. We work in partnerships with UK government customers and commercial providers to deliver research, technology and products in the communications security sector.

We are looking for a Senior Commercial Officer with the successful candidate providing and managing commercial support to operational activities of the business ensuring both the financial and commercial interests of the Company are optimised, managing financial targets and ensuring that contractual obligations and associated risks are adequately dealt with being key factors of the role.

Responsibilities include:

- To provide support and guidance to the business regarding pricing, terms and conditions and commercial issues as well as review and assurance of financial statements.
- To provide a key pro-active service to support the Commercial Director and the rest of the Management Team.
- To challenge and support Project Managers with respect to project controls, variations, risk management, progress and cost forecasting.
- To ensure financial and resource forecasts are properly constructed and achieved.
- To ensure that policies and procedures are followed, consistently across the business and improved where necessary.
- To support and lead commercial discussions, bids and negotiations with customers and support the Supply Chain/Purchasing function in strategic procurement activities.
- To negotiate and agree Terms and Conditions of Contract, Non-Disclosure Agreements together with Framework/Short Form Contracts and other Agreements as necessary, in accordance with the Scheme of Delegation.

Skills and Personal qualities required:

Skills	Attributes
<ul style="list-style-type: none"> • Tendering/Estimating • Risk Management • Contract Law and its practical application • Contract administration/management • Partnering and alliancing • Innovative contract mechanisms • Contract cost control/reporting • Variation control • Non-Disclosure Agreements • Framework Agreements • Short Form Contracts • Financial controls/management • Claims and disputes 	<ul style="list-style-type: none"> • Will possess significant relevant experience • Pro-active, effective communicator at all levels • Ability to challenge and support • Effective leader, motivator; team player • Good presentation skills • Effective proven negotiator • Recent Defence/Aerospace industry/High Technology experience strongly desirable



Skills <ul style="list-style-type: none">• Audit• Strategic supply chain management• Trade controls and ITAR• UK MoD/Authority experience• International contracts of supply and sale• Regulatory controls and governance	Attributes
Qualifications <p>The candidate will ideally be degree qualified (or equivalent) in Business, Law, but not essential. Experience in the Defence/Aerospace/ or High Technology industry would be advantageous.</p>	

Note: Due to the nature of our work, all candidates will be required to obtain and maintain an appropriate UK security clearance.

