

## Role Profile: Commercial Manager

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, products, and services in the communications security sector.

### The opportunity...

Due to continued growth, we have an exciting opportunity for a Commercial Manager to join our team in Tewkesbury. Reporting directly to our Commercial Director, this role will manage commercial support to operational activities to ensure the financial and commercial interests of the Company are optimised. The management of financial targets, ensuring contractual obligations are met, and associated risks are managed effectively are key functions of this role.

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

### Typical Activities

Subject Area	Activities
<b>Support and Guidance</b>	<ul style="list-style-type: none"> <li>To provide support and guidance to the business regarding pricing, terms and conditions, and general commercial issues, including the review and assurance of financial statements.</li> <li>To provide key pro-active support to the Commercial Director and the rest of the Management Team.</li> </ul>
<b>Policies and Procedures</b>	<ul style="list-style-type: none"> <li>To ensure that policies and procedures are followed, consistently across the business and improved where necessary.</li> </ul>
<b>Project Management</b>	<ul style="list-style-type: none"> <li>To challenge Project Managers with respect to project controls, progress, variations, risk management, and cost forecasting, supporting them to attain their goals.</li> </ul>
<b>Forecasts</b>	<ul style="list-style-type: none"> <li>To ensure financial and resource forecasts are properly constructed and achieved.</li> </ul>
<b>Bids and Negotiations</b>	<ul style="list-style-type: none"> <li>To support and lead commercial discussions, bids and negotiations with customers and support the Supply Chain/Purchasing function in strategic procurement activities.</li> </ul>
<b>Contracts and Agreements</b>	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Technical Competencies

Subject Area	Competency
<b>Qualifications and Experience</b>	<ul style="list-style-type: none"> <li>• Qualified to Degree standard or equivalent is an advantage.</li> <li>• Prior experience in a similar role is essential, ideally in an organisation supplying services in either the Cyber, Aerospace, Defence or High Technology Sectors.</li> <li>• Experience and ability to make considered judgements about the overall impact on the business, and its people, of potential issues.</li> <li>• Experience of identifying and managing commercial risk.</li> <li>• A robust understanding of commercial principals, best practice, and techniques.</li> <li>• Knowledge and experience of contractual and legal frameworks and negotiating contract terms within them.</li> <li>• An understanding of the Cyber, Defence or High Technology Sectors and the associated communications landscape, with some awareness of international competitors and partners.</li> <li>• Experience in working with major UK Defence primes and HMG Agencies is an advantage</li> </ul>

## Core Competencies

Subject Area	Competency
<b>Approach</b>	<ul style="list-style-type: none"> <li>• Ability to form professional and mutually beneficial working relationships with both internal and external customers.</li> <li>• Good understanding of the commercial interaction between customer support, finance, legal, procurement, project/programme management, engineering, business development, sales etc.</li> <li>• Broad business awareness enabling an appropriate contribution at a more senior level.</li> </ul>
<b>Working Style</b>	<ul style="list-style-type: none"> <li>• Ability to work individually or as a member of a multi-discipline team.</li> <li>• Confident and self-motivated, with strong interpersonal, problem solving and analytical skills.</li> <li>• Good time management and planning skills.</li> <li>• Willingness to be flexible and embrace new technologies/techniques.</li> <li>• Ownership of own deliverables</li> <li>• Ability to communicate clearly and effectively, both verbally and in writing, in complex and dynamic situations.</li> </ul>
<b>Innovation</b>	<ul style="list-style-type: none"> <li>• Ability to foster and develop innovative ideas</li> <li>• Willingness to lead and/or contribute to improvements in products and ways of working</li> </ul>

Amiosec is committed to providing equality of opportunity for all. We aim to ensure our workplaces are free from discrimination and that our current and future colleagues, are treated fairly and with dignity and respect. Please inform us of any reasonable adjustments that we may need to make to the application or interview process.

