

# COMMERCIAL MANAGER

**We're making a difference: Together, we can ensure that there is enough water for everyone, now and in the future.**

Portsmouth Water is excited to announce an opportunity for a Commercial Manager to join our dynamic Asset Management Team.

The Commercial Manager will have an important role in the successful delivery of AMP8 and future capital programmes, providing strategic direction, thought leadership and commercial guidance in support of our corporate goals and customer requirements.

The commercial function, within the Asset directorate, includes responsibility for overarching NEC contract management, cost management and quality assurance utilising both internal resources and the capability of PW's Strategic Contract Partners (SCP) and wider supply chain.

## What will you be doing?

### Key Responsibilities

- Provide strategic vision & leadership for the commercial function, in support of the Asset Management delivery strategy & goals. Build on existing internal and SCP capability to recruit, develop & manage a high performing commercial team.
- Provide direction & thought leadership, driving innovation and continuous improvement to enhance the efficiency and effectiveness of capital delivery processes & practices.
- Develop & mentor team members, providing coaching and opportunities for growth & development
- Ensure the provision of capable & effective NEC 4 contract, cost management and quality assurance capability to programmes and projects.
- Develop and maintain PW's contract and commercial policies and standards (including NEC4 contract terms & conditions).
- Uphold PW project team and supply chain partner compliance with PW commercial policies and standards.
- Lead the negotiation of high value/complex professional service and construction contracts in their various forms.
- Undertake project cost, programme, and contract scrutiny at key project gateways to assure deliverability against target outcomes.
- Identify and manage commercial & contract risks to mitigate exposure to PW.
- Work closely with delivery partners to meet expected asset quality standards and minimise defects and rework.



**320,000**

Properties supplied  
with water



**170 Million**

Litres of drinking  
water per day



**21**

Natural water  
sources

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CONTINUED



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**£63,785- £73,026**

**GRADE 11 -12**

**+ Non-contractual bonus related to company performance of up to 6% of basic salary**

#### Hours:

Full-time | 38 hours per week | 2-3 days in the office

#### Holiday:

27 days annual leave, plus bank holidays

#### Pension:

A generous pension scheme in which Portsmouth Water will contribute up to 15%

#### Enhanced Family Friendly Leave:

Enhanced Company maternity, adoption, and paternity leave and pay

#### Life assurance:

The life assurance scheme provides a death in service lump sum benefit of 4 times pensionable salary

#### Private Medical Insurance and Employee Assistance Programme:

Provided by Bupa

**CLOSING DATE: 4<sup>th</sup> November 2024**

## Key Responsibilities Continued

- Provide contract and commercial training & guidance to PW programme and project delivery teams and other internal stakeholders.
- Drive innovation and efficiency with supply chain partners and the adoption of strategies and initiatives in support of PW's environmental, social and governance objectives, including Net Zero.
- In conjunction with the PW Procurement team and supply chain partners, develop effective procurement & supply chain strategies to ensure the cost-effective supply and availability of the required technical & construction services, plant, equipment and materials to deliver the capital programmes.
- Build and maintain strong collaborative relationships with key internal & external stakeholders, including other PW directorates, supply chain delivery partners and the wider industry.

## What do you need?

### Skills and Qualifications

- Significant demonstrable experience leading the contract and commercial function on complex/ high value capital programmes/projects within an asset based/construction related organisation.
- Developed and led a high performing team in a multi-disciplinary project delivery environment.
- Significant experience negotiating contract and in particular those involving design and construction with larger (Tier 1) contractors.
- Establishing contractor performance management and reporting function.
- Experience in managing key supplier relationships and resolving complex contract and commercial disputes.
- Demonstrable track record driving innovation, problem solving and continuous improvement.
- Experience leading a department or team through business transformation/change programmes.
- Relevant academic and/or industry qualifications.
- Practical experience in managing NEC contracts, including contract management, cost management and project management procedures.
- Practical experience of the adjudication/litigation process under UK legislation.
- Good understanding of water asset management, operations and the regulatory environment.
- Broad knowledge of the water industry supply chain, opportunities, challenges & constraints.
- Learnings from non-water sector organisations that could improve the efficiency and effectiveness of PW capital delivery.

### What can Portsmouth Water offer you?



Pension Scheme



Flexible Working Opportunities



Professional Development



Employee Assistance Program



Life Assurance



Annual Salary Review



Holiday Entitlement

**Excellence in water. Always.**

Committed to a sustainable future together



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## Apply Today

If you have the skills and experience to excel as our Commercial Manager apply today at [jobs@portsmouthwater.co.uk](mailto:jobs@portsmouthwater.co.uk)

We recognise people want to work in a variety of different ways, this means we are happy to consider flexible working arrangements. Please talk to us at the interview about the flexibility you may want.

We support equality, diversity and inclusion and encourage applications from all sections of society. The Company has a responsibility to ensure that all employees are eligible to work and live in the UK.

Due to the high volume of applications received we are unable to respond to unsuccessful candidates. If your application is of interest to us, we will normally contact you within 2 weeks of receiving your application.

**Apply Now**