**Role Overview: Commercial Contract Manager (£35k to £45k + benefits)**

We are recruiting for a Commercial Contract Manager to join our thriving Commercial Services team, providing end-to-end commercial support and governance for our sales and services businesses.

This role is primarily to deliver expert contract management for a number of high value managed services contracts and will be highly visible within our enterprise and the individual will have strong risk and relationship management experience.  The role is critical to managing commercial risk and revenue leakage within our organisation and requires an individual with experience of managing IT contracts.

Reporting to the Head of Commercial, the position is hybrid working in nature, deliverable from within a sensible commute of SCC’s head office in Tyseley, Birmingham.

We are looking to hear from commercial practitioners who have broad commercial experience across contract management, supplier management and procurement ideally with experience in IT services, commercial management and supply chain management. This role would suit the following previous employment types:

1. Commercial Contract Managers
2. Procurement Managers
3. Commercial Managers

Suitability for interview for the position will require evidence of at least one of the following:

* Previous Commercial / Procurement role within the IT industry
* Previous Supplier Management Role
* Previous Contract Management Role

Candidates must have excellent IT and communications skills, be able to evidence practical experience of similar roles and articulate the challenges faced in modern IT commercial management. Salary and benefits are negotiable within bounds of the declared salary.

**Responsibilities**

* The Commercial Contract Manager will have responsibility for a defined scope of contracts and will take accountability for supporting the end-to-end needs of our business units, providing pre-sales and sales support and in-life contract management, including:

**In-Contract**

* Drafting / modifying contract terms and schedules, ensuring that assumptions, caveats, and limitations provided by other areas of SCC’s business are clearly defined in the terms
* Holding regular contract reviews with service / operational owners to ensure the contracts remain profitable and that SCC’s interests are protected
* Ensuring that the contracts correctly reflect the underpinning cost model and that commercial risks are mitigated
* Ensuring appropriate contracts / flow downs are agreed with any sub-contractors and there is alignment between SCC’s obligations with its customers and those delivered through a sub-contract
* Acting as a definitive authority / point of contact on the contents and deliverables of the contract for the operational and service management team
* Providing on-going contract oversight and management
* Managing the change process, negotiating any change controls to the contract during its term
* Managing contract indexation and price increase activities
* Proactively identifying contract optimisation opportunities
* Working with the operational and service teams to help ensure SCC’s contractual obligations are met
* Building strategic working relationships with internal and external customers

**Contract Exit**

* Providing support and guidance to account managers and service managers when contract exit terms are questioned or challenged
* Negotiating exit provisions/charges with the Customer, where required

For more information or for an informal chat – Martin.griffith@scc.com.