

The logo for 'enzen' is a white hexagon with a thin white border, containing the word 'enzen' in a lowercase, sans-serif font. It is positioned on an orange background that has a decorative, angular shape extending from the left edge of the page.

# Commercial Manager

Band: 3.3 / 4.1 - Senior / Principal Consultant

Location: Solihull

Hybrid: 3 / 4 days in the office

Reports to: Robin Ladge - Head of Execution Excellence

Author: Cameron Tasker

Version: 1.0

Revision: 1.0

## About Enzen

Enzen is a global knowledge enterprise that focuses on gaining, refining and sharing expertise in the energy and utility sector. It provides strategic advisory and delivery of outcome-driven solutions to leading businesses, governments, non-governmental organisations and not-for-profits.

We work with customers across the value chain to deliver sustainable and lasting improvements to their efficiency and performance, adding value to their bottom line. Enzen is unique in providing a wide range of strategic advisory, engineering services and solutions end-to-end for the power, water, gas and renewable energy sectors, supported by our specialised Centres of Excellence.

Founded in 2006, the business has since grown and developed across the globe, with a presence in Australia, India, Portugal, Spain, Turkey, the UK and USA.

## Role Summary

As the Commercial Manager you will be responsible for managing the end-to-end contract process for all UK clients and suppliers, taking the lead on pricing strategies, negotiation of contracts, and driving process improvements while ensuring adherence to compliance and best practices.

## Key Responsibilities

- You will be the custodian of all existing/new commercial models - and report on variance (and other financial parameters) across the defined portfolio.
- Third party cost & contract management: You will have accountability for overall third party costs across EE portfolio and will have custody of all third party and intra-company contracts with authority to negotiate in consultation with relevant stakeholders.
- You will be implementing and leading the governance & approval process for the pricing of new bids. You will recommend sign-off with the final authority being with the Head of Execution or equivalent.
- You will continue to report on resource utilisation with the resourcing decisions sitting outside of this role.
- This role will report into the Head of Execution and is expected to be an individual performer role. Through FY21 and possibly beyond we do not anticipate any additional resource to be deployed to this function.
- Liaise with Legal advisors for Contract reviews
- Review and negotiate Third Party Supplier contracts, including framework agreements and statements of work
- Minimise company risk and exposure; Advise on mitigations, limitations on liability etc, and back to back contractual arrangements
- Manage and review the third party and Customer Contracts. Also responsible for signing the contract on behalf of Enzen
- Ownership and maintenance of Central Company Contracts Register and Contracts Repository
- Commercial approvals in Oracle, inc. Purchase Requisitions and Projects
- Review and negotiate Customer Contracts
- Support any Dispute Resolution, Settlement Agreements and Customer Claims

## Desired Experience

- Excellent academics and proof of ongoing professional training.
- Experience of end-to-end bid process including contract management & contract reviews.
- Experience in applying broad principles of contract law to proposals, negotiations, contract changes, disputes, and contract management.
- Software packages - Microsoft Word and Excel.
- Ability to work with limited supervision.
- Excellent communication skills and the ability to work with a multitude of different personalities.