



## Job Specification

**For: Commercial Manager**

Ref: VR/01324

### Job Description

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Chatham, Kent  
£50K-£55K + Excellent Benefits

Commercial Manager opportunity – Chatham, Kent headquarters, hybrid working option. Up to £55K plus excellent benefits to include Private Healthcare, Pension, 30 days' holiday (plus bank holidays), Mental Health & Wellbeing support, On-site gym, On-going professional development and great prospects.

Experienced Commercial Manager required to engage in winning new business opportunities and assisting the senior management team of a growing training provider. The company is nationally acknowledged for designing and delivering world class, innovative and wide-ranging learning solutions for the defence, construction and engineering sectors. This is a dynamic working environment following recent expansion, new contracts and increased sales activity.

This is an exciting opportunity to a company with an ambitious vision: to be the UK's most innovative training design and delivery partner, trusted by customers to prepare them for tomorrow. They have a long and very successful contract based at the Royal School of Military Engineering (RSME) in Chatham and are growing.

The company is committed to creating a diverse and inclusive workplace. All applications will be considered. They provide support through Mental Health First Aid and Coaching and Mentoring schemes. They are ISO accredited and have a Gold Award in the Medway Healthy Workplaces Programme. They have won several Health & Safety awards and recently won a Princess Royal Award for one of their employee learning and development programmes. They are passionate about the success they deliver for their learners, partners, and local communities, empowering people to be ambitious, solution-focused, proactive, and creative thinkers.

### Commercial Manager – The Role:

- Draft commercial relationship documents for customers, suppliers and other stakeholders
- Negotiate terms and conditions with customers and suppliers.
- Interpret and summarise tender, legal and contract documents.
- Prepare commercial aspects of tender bids, funding applications, business cases and associated documents (EOI, RFI, PQQ etc) as part of a team.
- Provide financial and other analysis, including pricing, on new business opportunities to support the planning and decision making of company Senior Management and project leads.
- Conduct background research on commercial opportunities, competitors and tendering arrangements
- Provide commercial support to the Commercial Director, Senior Commercial Manager and Business Development Team
- Manage and maintain commercial frameworks in terms of compliance, renewal and flagging opportunities

Job Specification provided by:

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Brompton Barracks  
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- Attend and actively contribute to meetings both within the company and with existing and potential customers as a representative of the Commercial department

This is an excellent opportunity to become a pivotal member of the team that will help determine the future growth of the business. We support hybrid working and will require the postholder to work on site for a minimum of two days per week with the flexibility to increase this at key points in the bid submission process.

Full Job Description is available on request.

Armed Forces Covenant – We offer guaranteed interviews to military veterans if they meet the selection criteria.

All posts are subject to a Disclosure and Barring Service application. The company follows the DBS Code of Practice.

Compiled by : **Fiona Louch**  
Compiled on : **07/03/24**

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