



RECRUITMENT

REFERENCE NUMBER:	CONMGR0419
JOB TITLE:	Contracts Manager (F-35 Program)
LOCATION:	Denham, Middlesex

Martin-Baker is the world's leading manufacturer of ejection seats and related equipment.

It is the only company that can offer a fully integrated escape system that satisfies the very latest in pilot operational capability and safety standards. Martin-Baker offers a complete 'end-to-end service', from helping the customer to establish operational safety and escape requirements, including design, development and qualification, to on-going support throughout the entire service life of the aircraft.

DEPARTMENT NAME:	Commercial
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JOB DESCRIPTION

A vacancy has arisen for a Contracts Manager within the Commercial Operations Department. In addition to Commercial Account Management a particular focus of this role is Bid and Proposal Management & Negotiation of Contracts for the F-35 Programme.

AREAS OF RESPONSIBILITY:

- Bid and Proposal Management – from receipt of RFP through to Proposal, Fact Find and Negotiation acting as Bid Manager working closely with the F-35 IPT and other MBA functions.
- Contract Management – Contract Review, Negotiation and Flow-Down of Contractual Requirements to MBA functions for Commercial Risk Management.
- Customer Relationship Management – to act as the point of contact for the Customer and Commercial Department to provide Management Support to maintain professional and mutually beneficial customer relationships.
- Provide Commercial Support Function to F-35 IPT – working closely with the IPT to provide a proactive Commercial Support Function on a fast moving programme.
- Contract Management Administration – Providing Management Support to ensure contracts are entered into MBA MRP system correctly.
- Revenue Management – Responsibility for ensuring on-time invoicing of engineering services against department budget.
- Debt Management – monitor debt status and follow through as appropriate.
- Business Development – to possess an understanding of Customer Requirements in order to support the identification of new business opportunities.
- Able to professionally represent the department and company as required both in UK and elsewhere.

This challenging role will require a self-motivated individual, who has the ability to work to meet deadlines and demonstrate self-confidence when communicating at all levels within Martin-Baker and with Senior Customer Representatives. Candidates should be literate and numerate, with a high-level of attention to detail, with strong IT skills, and have the adaptability and willingness to learn new procedures.

SKILLS / KNOWLEDGE / EXPERIENCE:

- Typically has a degree or equivalent qualification.
- Previous experience in a Commercial role.
- Able to translate the impact on negotiated terms on to P&L, risk to delivery etc.
- People management skills would be advantageous (e.g. supervisory experience).
- Experience of working with Deal Structures, Contract Structures (T's and C's) and Schedules, SoW's etc.
- Good and developing legal awareness
- Good and developing Risk management awareness
- Good understanding of pricing methodologies.

TECHNICAL COMPETENCIES:

- Commercial Innovation
- Risk analysis, mitigation and management
- Commercial Deal Making
- Contract Management and Administration

BEHAVIOURAL COMPETENCIES:

- Putting the Customer first
- Delivering Commercial results
- Thinking strategically
- Teamworking
- Leveraging expertise
- Making an impact
- Ability to learn and develop new skills

For all successful candidates, Martin-Baker will undertake background security checks. As part of this, we will need to confirm your identity, employment history and address history to cover the past five years as well as your nationality, immigration status and criminal record.

This position requires Security Clearance, the successful candidate must hold or be willing to obtain security clearance up to the relevant level for the role.

TO APPLY:

recruitment@martin-baker.co.uk Quoting the REFERENCE NUMBER ABOVE and Salary Expectations