



RECRUITMENT

REFERENCE NUMBER:	COMOFF0819
JOB TITLE:	Senior Commercial Officer
LOCATION:	Denham, Middlesex
<p>Martin-Baker is the world's leading manufacturer of ejection seats and related equipment.</p> <p>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.</p>	
DEPARTMENT NAME:	Commercial
JOB DESCRIPTION	
<p>A vacancy has arisen for a Senior Commercial Officer in the Commercial Operations department at the Denham site. The role holder is responsible for supporting the Commercial team on a number of nominated activities and accounts to provide day-to-day operational and transactional commercial support to the business.</p> <p>The main areas of responsibility are:</p> <ul style="list-style-type: none">- Deal Making / New Business Deals - participates in routine, non-complex bid management activities (e.g. structuring and negotiating new business deals to the best commercial advantage of MBA) working under supervision and to more senior colleagues satisfaction.- Contract Management - contributes to basic contract management (e.g. by contributing to contract baseline reviews and drafting change control notices) by monitoring and ensuring the successful delivery of business in accordance with contractual terms.- Contract Interpretation / Dispute Resolution - develops understanding of requirements expressed in executed customer contracts, to be able to take on less routine, more complex commercial activities over time.- Offering Infrastructure - participates in the development of routine, non-complex commercial structures and trading terms for business offerings to senior colleagues' satisfaction.- Policy - complies with MBA's commercial policies and appreciates points at which the policy might be exceeded, to ensure compliance of commercial activities.- Business Risk - identifies, manages and mitigates business risk when carrying out work, to ensure output does not put MBA at risk. <p>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.</p>	

EDUCATION & QUALIFICATIONS:

- Ideally qualified to degree level in a Business, Law or Engineering Discipline.

PERSON SPECIFICATION:

- Highly literate and numerate, with a high-level of attention to detail
- The adaptability and willingness to learn new procedures
- Confident, self-motivated, professional individual with a high level of customer focus.
- The ability to build and develop relationships within Martin-Baker and with customers.
- Commercially aware, able to identify and mitigate risks to the business.
- Effective and enthusiastic team worker who creates positive working relationships.
- Seeks to increase the value contribution they make to the business

SPECIFIC/TECHNICAL SKILLS

- Strong literacy and numeracy, able to present professional written offers to customers.
- High level of IT skills, confident user of Outlook, Word and Excel.

KNOWLEDGE & EXPERIENCE

The ideal candidate will have prior experience in a Contracts/Commercial role within the aerospace/defence industry would be a benefit but individuals with experience in other industries would be considered if they can demonstrate transferable 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. For positions that require 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
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