

Head of Commercial Management

Employer:	East West Railway Company
Location:	Milton Keynes
Basis:	Interim to Permanent
Team dimensions:	Reports to the Programme Delivery Director

About Us:

East West Railway Company (EWRCo) was set up by the Secretary of State for Transport in 2017 to accelerate the delivery of the East West Rail infrastructure and passenger services, bringing faster journey times and easing pressure on local roads. It was set up to do things differently and aims to innovate, positively disrupt, and challenge the status-quo, leading to quicker and more cost-effective project delivery and an improved experience for our passengers and the community.

Role Synopsis:

EWRCo is responsible for delivering and operating new railway service between Oxford and Cambridge. This will be delivered in three stages, each representing a progressive increase in passenger service levels within the corridor and each involving the planning, development, construction, testing and commissioning of new elements of infrastructure and systems.

The Head of Commercial Management will be responsible for all commercial, cost management and procurement activities relating to the delivery of the programme through its development, design, construction and commissioning phases. This will include the development of commercial and procurement strategies; for budgeting, forecasting and cost control; and for deploying cost planners, cost managers and commercial managers into each area of the programme.

The Head of Commercial Management will be responsible for managing the relationship and deployment of EWR Co's external commercial partner. He or she will also be a member of the Programme Delivery Senior Management Team.

Accountabilities and Responsibilities

The Head of Commercial Management is accountable for:

- the preparation, verification and ongoing management of the capital and revenue budgets for the Programme Delivery directorate
- the preparation of strategies and plans for the procurement of services and capabilities for the scheme development and construction phases and for the execution of these strategies and plans in an effective way
- the preparation and validation of regular scheme cost estimates, for the purposes of business case development and financial forecasting and reporting
- the development of benchmark costs, rates and performance measures for the development, construction and putting into use of the railway
- the leadership of the commercial teams deployed across the delivery organisation
- for administering all contracts within the Programme Delivery division; working with the individual programme and project managers discharge the obligations and duties in accordance with contracts' terms and conditions.
- putting in place development and training plans to grow and enhance the capabilities of the Commercial team using the Commercial Partner as required to facilitate this.

The Head of Commercial Management is also responsible for:

- deploying and managing skilled and experienced resources to provide commercial management, cost management and cost control capabilities in each part of the programme delivery team
- ensuring that there are effective commercial management and reporting systems in place for controlling the performance of EWR Co and its supply chain
- deploying and managing EWR Co's Commercial Partner
- deploying resources to commercially manage and administer all four development phase partnerships and other relevant contractual relationships with EWR Co
- the provision of commercial support to the team responsible for sponsorship of the East West Rail Alliance (EWRA)
- playing an active role in the management of the Programme Management Team and in the development of the Corporate Services Team
- liaise and co-operate with the Corporate Services Assurance team on all commercial assurance and audit matters; put in place action plans to address any non-conformances within agreed deadlines.
- undertake lessons learned on all contracts at the appropriate times and feed back to EWR management and external stakeholders

- ensure EWR cost and benchmarking database (once created) is kept up to date using the Commercial Partner inputs as necessary to ensure fit for purpose for future cost plans and estimates

Team dimensions

- You will report directly to the Programme Delivery Director and will be a member of the divisional leadership team
- You will work alongside the other directors in the Programme Delivery Division and with the relevant directors and functional leads elsewhere in the organisation
- Given the early stage of the project, it is likely that the nature of the role may evolve as the project progresses. It is also possible that other ad-hoc activities and duties may be required

Experience and skills

- Extensive knowledge and experience in the commercial and/or financial leadership of large-scale public infrastructure projects and programmes
- Extensive experience in leading and managing multi-disciplinary professional teams, with appropriate influencing skills to achieve results at pace.
- Experience as a senior professional UK in rail sector or related transportation sector
- An excellent communicator who is comfortable and proficient when working with individuals at all levels, both within the organisation and across the supply chain

Education and qualifications

- Degree-educated in quantity surveying or related discipline
- Membership of relevant professional body

What we offer:

- Competitive base salary
- Up to 20% bonus based on individual and company performance
- Up to 12% employer's pension contribution
- 28 days holiday a year (plus the 8 English bank holidays)
- Life insurance
- Employee Assistance Programme
- Perks platform with hundreds of discounts and freebies
- On-the-spot and annual awards
- Advanced learning and development programmes
- Great work-life balance and flexible working opportunities
- Enhanced family-friendly policies
- Exceptional IT tools

Join the team!

Please send your resume and a covering letter explaining why you are interested in the role and meet the above experience requirements to: **recruitment@eastwestrail.co.uk**