

Head of Corporate Commercial

Employer:	East West Railway Company
Location:	London initially, then based in the Oxford-Cambridge corridor
Basis:	Permanent
Role Summary:	A unique opportunity to support the development of a nationally significant infrastructure project currently in its initial stages as the leader responsible for defining, establishing and managing corporate commercial capabilities for the organisation (including procurement, contract management and corporate risk management). You will support the Finance Director to fulfil this new organisation's commercial, legal, financial and operational expectations.
Team dimensions:	Reporting directly to the Finance Director

Would you like to be at the forefront of the changing landscape of the rail industry?

A little bit about us:

East West Rail is a proposed new rail link between Oxford, Milton Keynes, Bedford, Cambridge and potentially beyond. As part of the wider plans for this strategically important corridor, it is one of the most high profile infrastructure projects in the UK today. The new railway will improve local connectivity and serve as a catalyst for economic development and the creation of new housing, as well as significantly reducing existing journey times.

Key accountabilities:

As the Head of Corporate Commercial for the East West Rail scheme you will:

- Develop a commercial strategy including a procurement framework and manage commercial activities with the supply chain within appropriate regulatory frameworks and requirements
- Lead the development and tendering, contract performance and quality control of corporate suppliers (e.g. HR, IT, office facilities)
- Lead, monitor and oversee the establishment and management of sourcing and procurement strategies and processes to maximise the quality and value-for-money realised by the business, working closely with the broader executive team and functions to maintain alignment
- Manage the provision of support for commercial engagement and negotiations, including development and management of contracts, ensuring suitable resources are available
- Maintain oversight of the organisation's corporate risks, mitigations and overall compliance with various obligations, ensuring a suitable risk profile is maintained and an assurance programme is in place and followed.

Team Dimensions:

- Highly strategic role, directly reporting to the Finance Director
- Four Direct Reports (2 Corporate Commercial Executives) (2 Contract Managers)
- Plus two specialised interims to assist in specific procurement e.g. Development Partners

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

You should apply if you have:

Skills and Experience:

As Head of Corporate Commercial for the East West Rail scheme you will have at least 10 years' experience in commercial management, ideally of a regulated business and / or within the UK rail industry.

Preferably you will also have some experience in relation to working at pace within and setting up a new organisation / function, although this is not essential.

Your skills and experience will include:

- Strong knowledge of contract development and management
- Strong knowledge of procurement processes including relevant regulatory requirements (e.g. OJEU and Public Contracts Regulations)
- Strong financial and commercial acumen
- Experience and knowledge of sourcing and procurement techniques, principles and best practice relating to IT suppliers and / or third party management software

- Strong planning, leadership, people and team management skills
- Excellent communication, relationship management and presentation skills
- Negotiation and conflict resolution skills
- Business case development and assessment skills
- Excellent communication and presentation skills
- Strong ability to engage and manage stakeholders
- Experience in driving innovation and change in an established industry or organisation
- UK rail industry and/or capital programme knowledge and experience is an advantage

Education and Qualifications:

- Bachelor degree or equivalent in commerce, finance and/or law
- Post-graduate qualification in business management, finance or a related discipline is advantageous
- Professional qualification e.g. MCIPS or equivalent is preferred

You will need to have the right to work in the UK.

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**

