

Kent County Council

Job Description: *Senior Commercial and Procurement Officer*

Directorate:	Chief Executive's Department
Unit/Section:	Core Commercial Team (People/Place/Corporate)
Grade:	KR11
Responsible to:	Commercial & Procurement Manager

Purpose of the Job:

Provide professional commercial and procurement expertise, advice and guidance using a risk-based approach, to assist stakeholders to plan, develop, source and manage procurement arrangements, to effectively meet organisational and business objectives. To support the letting of all contracts to ensure compliance with Public Contract Regulations and local policies and governance requirements.

Main duties and responsibilities:

- Work with an allocated portfolio to ensure all procurement activity is compliant with the Regulations and meets business needs. Feed into the development of overarching procurement strategies that meet corporate and service requirements, ensuring a continual clear focus on KCC's strategic priorities and business strategies.
- Support Commissioners by providing commercial, contractual and legislative expertise on contract strategies, advising and supporting on procurement aspects of commissioning plans. This should include advising Commissioners (and service managers) on the commercial and financial viability of differing sourcing options for specific projects, contract issues, tender processes and procurement cycles, operating within existing and future UK (EU) procurement laws and the Council's procedures, advising on any commercial or contractual risks.
- Ensure procurement activity is conducted in accordance with current legislation and case law and KCC operates as a centre of excellence. Ensure Council policies and governance requirements are followed and that social value is secured to benefit the local economy, communities and the environment. Apply knowledge and expertise to assist Commissioners in strategy development, tender execution and evaluation, contract negotiation and supplier performance evaluation.
- Support the Commercial Manager by inputting into the development of the standards framework, through lessons learnt, continuous improvement. Input into procurement best practice advice and guidance to the wider organisation.
- Maintain the Contract Pipeline (for the portfolio of services the post is responsible for), to support effective establishment of a Procurement Forward Plan and ensure that key procurements are effectively resourced. Liaise with Commissioners to regularly review the Contract Pipeline for accuracy.

- Input into the development of a Supplier Relationship Management programme for KCC and activate programme for aligned suppliers, as well as be responsible for specific categories of spend, as defined by the Category Manager.
- Support operational and commercial review meetings (as required) with suppliers and act as an initial escalation point/ mediate in areas of dispute.
- Deliver specific educational awareness sessions to service and Commissioning teams, ensuring risk and commercial awareness including best practice knowledge is transferred.

Footnote: This job description is provided to assist the job holder to know what their main duties are. It may be amended from time to time without change to the level of responsibility appropriate to the grade of post.

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Person Specification: *Senior Commercial and Procurement Officer*

The following outlines the criteria for this post. Applicants who have a disability and who meet the criteria will be shortlisted.

Applicants should describe in their application how they meet these criteria.

	CRITERIA
QUALIFICATIONS	<ul style="list-style-type: none"> • Degree or equivalent. • CIPS level 5, or demonstrable commitment to work towards required level. • Evidence of continuing professional development.
EXPERIENCE	<ul style="list-style-type: none"> • Detailed knowledge and extensive practical experience of public sector procurement regulations and EU procurement directives. • Use of market knowledge to inform the procurement strategy • Supporting services and Commissioners to produce effective specifications • Executing the tendering process through to contract award • Shaping the contract to deliver client requirements, working with Legal when required • Handling supplier negotiations • Advising the client on appropriate contract management processes
SKILLS AND ABILITIES	<ul style="list-style-type: none"> • Excellent interpersonal skills, including the ability to communicate effectively • Strategic mind-set and problem-solving skills • Excellent stakeholder management engagement and influencing skills in complex procurements and commercial environments • Ability to write and present effectively and persuasively • Ability to research, analyse and interpret data/information to support development of Procurement Plans/strategies • Ability to develop appropriate relationships with suppliers and clients • Ability to facilitate flexible working in the context of changing and developing technology.
KNOWLEDGE	Knowledge of the following procurement areas: Procurement Process Management, Market Knowledge, Negotiation, Contract Construction, Procurement Regulations, Social Value, Supplier Relationship Management, Procurement Risk Management, Procurement Systems and Procurement Governance & Control.
KENT VALUES AND CULTURAL ATTRIBUTES	<p>Kent Values:</p> <ul style="list-style-type: none"> • We are brave. We do the right thing, we accept and offer challenge • We are curious to innovate and improve • We are compassionate, understanding and respectful to all • We are strong together by sharing knowledge

- We are all **responsible** for the difference we make

Our values enable us to build a culture that is:

Flexible/agile - willing to take (calculated) risks and want people that are flexible and agile

Curious - constantly learning and evolving

Compassionate and Inclusive - compassionate, understanding and respectful to all

Working Together - building and delivering for the best interests of Kent

Empowering - Our people take accountability for their decisions and actions

Externally Focused - Residents, families and communities at the heart of decision making