

Personal Specification

Strategic Commercial & Partnership Lead

Council Core Competencies

These Council Core Competencies apply to all positions:

- Being Customer/Client Focused
- Working Effectively with Others
- Managing Change
- Taking Ownership and Responsibility
- Communicating Effectively
- Planning and Decision Making

These Council Core Competencies apply to positions with responsibility for managing people or resources:

- Leading Others
- Managing Performance and Developing others
- Political Sensitivity

Essential	Desirable
Knowledge, Skills and Understanding	
Strong knowledge of commercial strategy, procurement and contract management within a large, complex organisation	Knowledge of category management and strategic sourcing approaches
Strong understanding of Best Value, social value and sustainable procurement principles	Awareness of Community Wealth Building and inclusive economic development approaches
Ability to design and deliver commercial strategies that drive value, innovation and service outcomes	Knowledge of partnership models, including joint ventures and collaborative commissioning
Strong understanding of procurement legislation, governance and compliance requirements	
Ability to apply commercial and financial insight to support strategic decision making	
Understanding of supplier markets, risk and performance management	

Qualifications and Training	
Relevant professional qualification or equivalent experience in procurement, commercial or related discipline	CIPS or equivalent
Evidence of continuing professional development in commercial, procurement or leadership disciplines	
Job Specific Requirements	
Ability to lead development of strategic commercial and partnership approaches across the organisation	Experience of working within local government or public sector
Ability to build and manage effective partnerships with internal stakeholders, suppliers and external organisations	Experience of leading complex procurements or commercial negotiations
Ability to drive Best Value outcomes through procurement, contracts and partnerships	Experience of delivering savings, efficiencies or service improvements through commercial activity
Strong leadership skills, with the ability to manage and develop teams and influence across organisational boundaries	
Ability to provide strategic advice and challenge to senior stakeholders	
Strong communication and negotiation skills, including the ability to influence at senior levels	
Ability to identify opportunities for innovation, collaboration and improved service delivery through commercial approaches	
Ability to manage commercial risk and ensure compliance with governance frameworks	