

JOB ADVERT

Technical Commercial Manager

January 2022

As an equal opportunities' employer, we welcome applicants from all sections of the community regardless of gender, ethnicity, disability, or sexual orientation. All appointments will be made on merit.

Thank you for your interest in this role. Stopford are an established multi-disciplinary engineering and design consultancy with a complimentary research and development arm, with our own proprietary clean technologies developed over the last ten years.

Now in our 40th year, we have ambitious plans for future growth over the next three to five years, supporting our key clients in the renewables and green energies sector and commercialising Stopford's green technology portfolio. To meet our ambitions, during 2021, we have restructured, rebranded and relocated. We have structured our professional services into three service groups, Technology & Innovation, Consultancy, and Projects. Each group with an individual identity, with one common ambition to 'lead the way in engineering a sustainable world towards a low carbon economy'.

Stopford has a significant opportunity to expand its operations in the UK & internationally and have an aggressive growth strategy which spans Europe, America & Asia Pacific regions. The Technical Commercial Manager (TCM) role has been created to grow our technical commercial team will report to the Commercial Director (CD), and the role interfaces with the Managing Director (MD). A key focus will be to support our key clients in the achievement of their goals and ambitions in their journey towards net zero.

The Commercial team are the central point for all the company's technical commercial activities in the delivery of our Engineering, Procurement, Construction Management services (EPCM), delivering value for money and reducing supply chain risk. Supporting our three service groups, Technology & Innovation, Consultancy and Projects.

We are looking for candidates with a passion for clean green technologies, with a background in engineering EPCM services and experience of working within the renewables energy sector on EPCM projects.

We look forward to meeting you.



Prith Rajendran
Managing Director

About Stopford

Stopford is an international multi-disciplinary consultancy, engineering design and project management services company founded in the UK in 1982. We work with companies around the world in emerging and existing industries, *our ambition is to lead the way in engineering a sustainable world towards a low carbon economy.*

Founded in 1982, headquartered in Manchester with an additional office in Lancaster. Stopford's service groups bring together complimentary engineering and environmental disciplines, with 40 years of insight and practical experience across the Resource Recovery, Energy, Water & Wastewater, Transport & Aviation sectors.

Our professional services are delivered by our service groups: Technology & Innovation, Consultancy, and Projects. Using our industry know how, our service groups combine, bringing together technologists, scientists, low carbon consultants, environmental specialists, multi-disciplinary design engineers and project managers - that is how we generate the knowledge and ingenuity to help our clients and partners prepare for the new energy age, as we transition from fossil fuels to renewables.

Stopford's mission statement is below:

What we do

We provide consultancy, project management and green technologies to a worldwide clientele.

What we value

Professionalism, equality, fairness, co-operation, and unrivalled expertise.

Our ambition

To lead the way in engineering a sustainable world towards a low-carbon economy.

Role Specification

Stopford is seeking to appoint a Technical Commercial Manager (TCM) with a background in engineering: experience of EPCM project delivery & knowledge of waste to energy technologies. Candidates should also have commercial experience in sales and or marketing. The role sits at our head office in Knutsford, Manchester.

Salary

£50,000 - £55,000 per annum

Reports to:

Commercial Director (CD) and has reporting lines to the Managing Director (MD) and at an operational level with the Service Group Directors.

Overall purpose:

Support the rapid expansion of our operations in the UK & Internationally, to meet our growth strategy and contractual deliverables. Provide technical & commercial project support: act as the interface between the commercial team and our service delivery groups. Manage the Techno-Commercial team within the Commercial Group.

Key relationships

The TCM is expected to work across all aspects of the business and to engage with Directors and Managers.

External relationships will include, clients, supply chain, stakeholders (internal/external).

Key responsibilities:

- Day to day you will work closely with the CD & MD to grow the Techno-Commercial team. The team is centralised, strategic and facilitates early-stage project delivery throughout the company.
- Site sourcing for waste to energy plants.
- Grow global supply chain to deliver business growth strategy, in targeted regions and territories.
- Provide technical/commercial guidance to the service group project teams supporting collaborative working and advise the CD of any programme or specific issues.
- Responsible for managing the Techno-Commercial team, including site surveyors and data analyst.
- Attend client meetings related to projects and present findings.
- Support the business development activities of the business, including the development of business models.
- Prepare high quality proposals addressing the needs of our key partners & clients.
- Act as a project manager where necessary, undertake technical & commercial market assessments for the siting of global plastics to fuel plants. Considering subsidies, competitors, historical and ongoing projects.
- Manage market research; research the market in new territories.
- Literature reviews and desktop research.
- Liaise with contractors to ensure project deliverables are met on time and within budget.

- Assist in identifying feedstock sources for the plastics to fuel sector, evaluate key producers, capacity projections, infrastructure, logistical requirements, product offtake opportunities.
- Undertake commercial assessments, modelling & data analysis
- Liaise positively and proactively with each of the group directors and managers in the pursuit of client satisfaction, efficiency, and project profitability.
- The technical commercial manager responds positively, objectively, and proactively to any requests, concerns and feedback from clients or internal client facing individuals to ensure project success, client satisfaction and project profitability.
- Enable an efficient customer journey from agreement to delivery & access to resources.
- Implement and share best practice/learning experience from each service group.

Person Specification

Qualifications:

Bachelor's degree in Engineering (Chemical preferred)

Achieved Chartered status (desirable)

Experience

Minimum of five years post qualifying experience in a commercial role within a project management/engineering company.

Have worked on a variety of projects and be able to demonstrate where you have used both technical and commercial abilities to deliver successful completion.

Project Management.

Experience of working in a US regulatory environment would be advantageous.

Understanding of quantitative and qualitative research methods.

Strong interpersonal skills to interact across a broad range of audiences and technical backgrounds including internal and external clients.

High proficiency with Microsoft office (Word, Excel, Outlook, etc)

Ability to manage time and workload effectively to complete multiple tasks and meet deadlines.

Personal qualities

Willingness and ability to travel, for significant travel.

Be able to travel across the UK, Europe and USA and work away from home.

Be flexible, adaptable and have a keen interest in working with multi-disciplinary engineering project teams.

A positive, team-oriented attitude and inquisitive mindset.

Strong written and verbal communication skills.

Appointment Process

As part of the appointment process, you will be asked to undertake psychometric testing and there will be a two-stage process which will include testing your technical knowledge and competency based interview.

Closing date: 27 February 2022

Stopford reserves the right to bring forward the closing date if we receive a suitable number of quality applications from which to make a shortlist. Therefore, we would recommended that you apply as soon as possible.

Please note that due to the volume of applications we receive we are unfortunately not able to respond to each applicant. If you have not been called for interview within 3 weeks of the closing date, you should assume that on this occasion your application has been unsuccessful.

We look forward to receiving your CV.