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## **JOB ADVERT**

### **Techno Commercial Manager**

#### **Competitive Salary**

#### **Knutsford, Cheshire**

Stopford are recruiting for a Techno Commercial Manager, to join our Commercial Group to support the Managing Director and Commercial Director to meet our growth strategy and contractual deliverables. In addition, the Techno Commercial Manager will provide technical and commercial project support and act as the interface between the commercial team and our service delivery groups.

Reporting to the Commercial Director the Techno Commercial Manager will work across all aspects of the business, engaging with directors and manager, clients, supply chain and internal and external stakeholders.

You will be based in Knutsford with the opportunity for hybrid working. There may be some travel to clients sites. This is a full-time permanent position.

#### **About Stopford**

Stopford's business activities are at the forefront of the energy transition and together with our clients and partners, we are playing our part in tackling the biggest challenges of our time: Energy Security; Environmental Sustainability and Energy Affordability.

#### **Techno Commercial Manager Responsibilities include:-**

- Supporting the sales process including the identification and evaluation of new business opportunities, proposal write up and support the commercial review.
- Creation and delivery of sales presentations.
- Prepare high quality proposals addressing the needs of our key partners and clients.
- Attend client meetings related to projects and present findings.
- Undertake commercial assessments, modelling and data analysis
- Facilitate early-stage project delivery throughout the company, attending kick off meetings where necessary.
- Provide technical and commercial guidance to the service group project teams supporting collaborative working and advise the Commercial Director of any issues that may affect our contractual obligations with our clients.
- Liaise positively and proactively with each of the group directors and managers in the pursuit of client satisfaction, efficiency, and project profitability.
- The Techno 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 and access to resources.
- Grow global supply chain to deliver business growth strategy.
- Implement and share best practice/learning experience from each service group.
- Support the commercialisation of Stopford technologies where required.

- Support the Managing Director providing diary management and some event management when required.
- Support with Stopford marketing activities.
- Collation of sales data for monthly board meetings.

### **Role requirements**

- Bachelor's degree in Engineering (Chemical preferred).
- Achieved Chartered status (desirable).
- Relevant post qualification 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.
- 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.
- Ability to manage time and workload effectively to complete multiple tasks and meet deadlines.
- 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.
- High proficiency with Office 365 including One Drive and SharePoint with proficient use of Word, PowerPoint and Excel.
- Eligible to live and work in the UK.

### **Security Clearance**

The successful candidate may be required to achieve and maintain security clearance of at least Security Check level (SC clearance).

### **Benefits**

Employment at Stopford brings many benefits including:

- Competitive salary
- Profit related bonus payment (10%)
- Pension (5% employer and 5% employee)
- 25 days holiday plus bank holidays
- Additional day off to celebrate your Birthday
- Private medical insurance
- Employee assistance programme
- Free on-site parking
- Reimbursement of professional membership fees
- Long service awards

Please go to our website for a full job description to familiarise yourself with all of the responsibilities, skills and experience required before you apply.

Please note that we do not accept applications from agencies, and you must be eligible to live and work in the UK.

We look forward to receiving your CV for the post of Techno Commercial Manager.

**Closing date: 3 August 2025**

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 recommend 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.

## Job Description

**Post Title:** Techno Commercial Manager

**Group:** Commercial

**Location:** Knutsford

### **Ambition**

Our ambition is to lead the way in engineering a sustainable world through the transition to a low carbon economy.

### **Values**

Our values guide the way we carry out our everyday activities to achieve our ambition:

- Responsibility – Committed to ethical and responsible actions
- Innovation – Innovation to create sustainable value
- Unrivalled expertise – Delivering a world class service
- Inclusivity – Working together with mutual respect
- Sustainability – Awareness at every opportunity

### **Description**

The Techno Commercial Manager will support the Managing Director and Commercial Director to meet our growth strategy and contractual deliverables. In addition, the Techno Commercial Manager will provide technical and commercial project support: act as the interface between the commercial team and our service delivery groups.

### **Key relationships:**

The Techno Commercial Manager 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 Accountabilities/Responsibilities**

- Supporting the sales process including the identification and evaluation of new business opportunities, proposal write up and support the commercial review.
- Creation and delivery of sales presentations.
- Prepare high quality proposals addressing the needs of our key partners and clients.
- Attend client meetings related to projects and present findings.
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- Enable an efficient customer journey from agreement to delivery and access to resources.
- Grow global supply chain to deliver business growth strategy.

- Implement and share best practice/learning experience from each service group.
- Support the commercialisation of Stopford technologies where required.
- Support the Managing Director providing diary management and some event management when required.
- Support with Stopford marketing activities.
- Collation of sales data for monthly board meetings.

#### **Minimum Requirements – Education and Experience**

- Bachelor's degree in Engineering (Chemical preferred).
- Achieved Chartered status (desirable).
- Relevant post qualification 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.
- 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.
- Ability to manage time and workload effectively to complete multiple tasks and meet deadlines.
- 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.
- High proficiency with Office 365 including One Drive and SharePoint with proficient use of Word, PowerPoint and Excel.
- Eligible to live and work in the UK.

#### **Company Wide Aspects**

- Adhere to Stopford's Business Management System.
- Align with and promote Company Values and Vision.

#### **Review**

The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your role within the organisation and the overall business objectives of the organisation.