JOB ADVERT

Commercial Manager

Competitive Salary

Knutsford, Cheshire (with hybrid working)

Stopford is looking for a Commercial Manager to join our Knutsford head office team and play a key role in shaping the success of our projects across the nuclear, renewables, and industrial sectors.

We are looking for a commercial professional ready to take their next step, or an experienced individual seeking a new challenge.

You are currently working in a commercial, contracts, procurement or quantity surveyor role with experience in multi-disciplinary design engineering, construction or infrastructure projects.

The successful candidate will thrive in a collaborative environment, working closely with our engineering project delivery teams and client representatives. You will be ready to drive commercial best practice throughout our business, reporting directly to the Commercial Director.

This hybrid role combines working from our head office, with time spent at client offices and sites. This is a full-time, permanent position.

About Stopford

Stopford 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, affordability and sustainability.

Commercial Manager responsibilities include

- Support the Commercial Director in developing and delivering the commercial function, facilitating procurement and contract management best practice across the business, spanning bids and contracting, company procurement and client project procurement.
- Develop and implement procurement strategies to deliver client requirements; create and deliver sourcing plans with KPIs and performance metrics.
- Manage and undertake the end-to-end procurement and contract lifecycle including market engagement, RFQ/ITT development, supplier down selection, contract award, mobilisation and active contract management throughout delivery.
- Adhere to company, and where relevant, client procurement and governance processes.
- Assess supplier capability including managing approvals and track supplier performance through KPIs and reporting.
- Plan and manage company procurement activities, including responsibility for corporate buying obligations and PO management.
- Line management of the contracts and procurement team, which includes project contracts and procurement professionals, a Buyer and a Junior Quantity Surveyor.
- Support the Commercial Director with commercial input to prepare bids.
- Provide contract reporting support to project managers.

Role requirements for Commercial Manager

- Comprehensive understanding and experience in interpreting, negotiating, and managing contracts.
- A relevant degree, including Business, Engineering, Quantity Surveying, or Supply Chain Management (or equivalent experience).
- Actively working towards or hold MCIPS / MRICS professional memberships.
- Hands-on experience with engineering forms of contract such as NEC, IChemE and FIDIC.
- Ability to influence and clearly communicate contractual obligations and risks to internal and external stakeholders.
- Highly disciplined approach to organisation with excellent attention to detail.
- Experience ensuring compliance with company and client procurement policies and procedures.
- Proficient in Microsoft 365 applications, with strong Excel skills (intermediate to advanced)
- Have the right to live and work in the UK.
- Full UK driving licence as there will be some travel required.

Security Clearance

The successful candidate must be able to achieve and maintain security clearance of at least Security Check level (SC clearance) for this role.

Benefits

Employment at Stopford brings many benefits including:

- Competitive salary
- Profit related bonus payment (up to 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. Sponsorship will not be provided for this position.

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

Closing date: 6 December 2026

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 4 weeks of the closing date, you should assume that on this occasion your application has been unsuccessful.

Job Description

Position: Commercial Manager

Group: Commercial

Location: Knutsford

Company 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 Commercial Manager will lead and manage a small, growing team of project procurement professionals.

Reporting to the Commercial Director, the Commercial Manager will support the Commercial Director in developing and delivering the commercial function, facilitating procurement and contract management best practice across the business, spanning bids and contracting, company procurement and client project procurement.

Key Responsibilities

- Work closely with the Commercial Director to develop and deliver the Commercial function.
- Develop and implement procurement strategies to deliver client requirements; create and delivery sourcing plans with KPIs and performance metrics.
- Management and undertaking of the end-to-end procurement and contract lifecyle, including marketing engagement, RFQ/ITT development, supplier down selection, contract award, mobilisation and active contract management throughout delivery.
- Adhere to company, and where relevant, client procurement and governance processes.
- Assess supplier capability including managing approvals and track supplier performance through KPIs and reporting.
- Line management of contracts and procurement team.
- Support the Commercial Director with commercial input to prepare bids.
- Provide contract reporting support to project managers.
- Ensuring the delivery of effective supplier engagements, both complex forms of contracts and standard contracts.
- Represent Stopford with senior management client representatives, formulating and articulating appropriate strategies that will shape the acquisition and delivery performance of client supply chain solutions.

- Provision of contract advice to Project Managers and guidance to colleagues engaging in procurement activities to nurture our wider capability and develop project procurement strategies.
- Ensure that all Project procurement standards and procedures are adhered to in line with Stopford policies.
- Focus on exceeding minimum service expectations by delivering an agile, value adding service with a deep understanding of the client's requirements, functional knowledge and process efficiency.
- Champion the careful balance of complex project requirements against value for money.
- Implement and share best practice/learning experience from each service group.
- Manage the procurement budget for Management Services and report on KPI's to the Commercial Director.
- Insurance and legal compliance.

Minimum Requirements – Education and Experience

- Comprehensive understanding and experience in interpreting, negotiating and managing contracts.
- A relevant degree including Business, Engineering, Quantity Surveying, or Supply Chain Management (or equivalent experience).
- Actively working towards or hold MCIPS, MRICS professional memberships.
- Hands on experience with Engineering Forms of Contract such as NEC, ICHEME and FIDIC.
- Ability to influence and clearly communicate contractual obligations and risks to internal and external stakeholders.
- Highly disciplined approach to organisation with excellent attention to detail.
- Experience ensuring compliance with company and client procurement policies and procedures.
- Proficient in Microsoft 365 applications, with strong Excel skills (intermediate to advanced)
- Eligible to live and work in the UK.
- Full UK/EEC driving licence as there will be some travel required.
- Must be able to achieve and maintain SC clearance.
- Ability to interact and work closely with the assigned Project Manager, engineering, and project management teams.
- Ability to collaborate and effectively communicate with fellow team members.
- Sound decision and problem-solving skills.

Company Wide Aspects

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

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.