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| **Post title** | **Commercial Partnerships Lead** |
| **Salary and grade:** | NJC 36 to 39 (Band K) |
| **FTE** | Full time |
| **Line manager/s:** | Executive Director - Business Transformation |

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# Main purpose of the job:

The post holder will drive large-scale commercial change and business development programmes across the Nexus Multi Academy Trust Group and it’s partnerships. This role will ensure the Trust’s commercial activities - including procurement, contract and supplier management - are aligned with and delivering the Trust’s strategic objectives. Through a transformational approach, the post holder will optimise our commercial power, enhance supplier partnerships, and deliver value for money while ensuring compliance with public sector regulations.

# Key duties and responsibilities

**Leadership**

* Develop, regularly refresh and implement a commercial transformation strategy that supports the Trust's long-term vision.
* Lead cross-functional activity to streamline procurement, supplier management, and commercial operations.
* Identify and implement opportunities for income generation and financial efficiencies.
* Ensure procurement supports the educational mission of the Trust by focusing on sustainability, best value, and social impact.
* Manage staff responsible for these areas and drive forward improvements, developments, and growth.
* Matrix manage staff responsible in schools for commercial activity
* Ensure connections are made across projects and delivery areas within the central team in line with the agreed Trust Transformation principles
* Provide expert advice to the Trust executive team; Trustees; school leaders and local governors as and when required and to support the delivery of the Trust strategic plan
* Maximise the contribution of all Trust employees and volunteers to improve the quality of education provided to pupils, standards achieved and ensure that constructive working relationships are formed between the Trust and our commercial partners.

**Procurement Transformation**

* Oversee Trust-wide procurement activities, ensuring compliance with legislation and public sector regulations.
* Develop, regularly review and deliver the Trust's procurement pipeline, managing end-to-end tendering processes and ensuring effective contract management.
* Collaborate with schools to understand local needs, ensuring best value, cost efficiencies, and educational outcomes.
* Promote ethical procurement practices, engage local SMEs, and maximise social value through supplier relationships.
* Engage with internal stakeholders to understand and meet commercial needs across the Trust.
* Develop and manage strategic supplier partnerships to ensure quality and performance.
* Provide training and guidance on public sector procurement best practices, ensuring compliance with legislation and statutory guidance.

**Financial and Commercial Oversight**

* Collaborate with the finance team to ensure budgetary control and optimise value for money.
* Provide commercial expertise to support decision-making across schools and central operations.
* Lead negotiations on major contracts and supplier agreements.

**Safeguarding**

* Nexus MAT is committed to safeguarding and promoting the welfare of children and young people. The highest priority must be given to following the guidance and approaches to safeguard children and follow all safeguarding procedures outlined by the MAT and member schools.**Person Specification**

|  |  | **Essential** | **Desirable** |
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| **Qualifications** | Relevant professional qualification (e.g., MCIPS, MBA, or equivalent). |  | • |
| **Experience** | Proven experience in leading commercial transformation within a public sector or regulated environment. | • |  |
| In-depth knowledge of public sector procurement, particularly the Procurement Act 2023. | • |  |
| Strong financial acumen and the ability to deliver value through commercial activities | • |  |
| Track record of delivering savings through procurement processes | • |  |
| Experience of producing and presenting complex information in a simplified way | • |  |
| Excellent leadership, negotiation, and stakeholder management skills. | • |  |
| Demonstrable experience in driving operational efficiency and implementing transformation initiatives. | • |  |
| Experience in the education sector or a multi-site organisation. |  | • |
| Experience of working in accordance with statutory regulations and working knowledge of academy rules and regulations. |  | • |
| **Thinking Ability** | An analytical thinker who can process complex information quickly and rigorously in order to recommend effective decision making | • |  |
| Can demonstrate sound judgement to undertake complex tasks in a systematic way | • |  |
| Ability to analyse financial issues and interpret complex information | • |  |
| Thinks creatively and imaginatively to solve problems and identify opportunities | • |  |
| Able to demonstrate having planned appropriately for future success | • |  |
| **Personal Effectiveness** | High ethical standards and influencing skills with the ability to engage effectively with all stakeholders across the Trust | • |  |
| Self-confident with the ability to transmit appropriate messages to appropriate audiences | • |  |
| Works reliably under pressure to produce timely, accurate information and is willing to do whatever necessary to bring about results | • |  |