

### Introduction

We are looking for a Head of Commercial who will be responsible for supporting the UK government in driving the transition to a low-carbon future by delivering and administering grant and loan funding schemes on behalf of the Department for Energy Security and Net Zero (DESNZ), the Department for Education (DfE) and the Scottish and Welsh Governments, to public sector organisations.

You will lead the commercial team and develop and implement commercial strategies and processes to ensure effective management of the professional services contract. Your role will be to build a strong relationship with DESNZ and external partners to position Salix as the go-to Delivery Agent for any forthcoming Housing retrofit schemes.



## About Salix

Salix’s role is to support the UK government in driving the transition to a low-carbon future by delivering and administering grant and loan funding schemes on behalf of the Department for Energy Security and Net Zero (DESNZ), the Department for Education (DfE) and the Scottish and Welsh Governments, to public sector organisations.

Salix plays a key role in increasing awareness of energy efficiency and heat decarbonisation across the public sector throughout the UK. We work closely with public sector bodies, establishing trust and long-term relationships, disseminating knowledge, and providing technical and tailored support.

In 2023 Salix’s role expanded beyond the public sector; in January 2023 DESNZ appointed Salix as delivery agent for Wave 2 of the Social Housing Decarbonisation Fund (SHDF) and Home Upgrade Scheme (HUG) schemes. Salix is a fast-growing business providing excellence in the schemes it delivers.

It offers a dynamic culture in an environment that invests in its people through training and career progression. Our people are committed and passionate about supporting government to reach ambitious net zero targets. This is the future, and we are proud and excited to be part of it.

Role	Head of Commercial – Domestic Building Decarbonisation
<b>Department / Location</b>	Decarbonisation  Manchester
<b>Reports to</b>	Housing Director
<b>Key Performance Objectives</b>	<ul style="list-style-type: none"> <li>• Develop a thorough understanding of the current commercial processes in place within the housing team, and the contract in place with an existing Delivery Partner. Provide a focus and commitment to continuous improvement throughout the contract term.</li> <li>• Embed and develop the commercial team and champion for the use of commercial principles in decision making processes and ensure that they are consistently applied across the wider housing team.</li> <li>• Work closely with the delivery partner to establish a collaborative, partnership-based contracting model which fosters trust and helps to achieve shared goals to demonstrate value that can deliver maximum value to DESNZ and grant recipients.</li> <li>• To build a strong relationship with DESNZ and external partners to position Salix as the go-to Delivery Agent for any forthcoming Housing retrofit schemes.</li> </ul>

<p><b>Key Responsibilities</b></p>	<ul style="list-style-type: none"> <li>• Develop and implement commercial strategies and processes to ensure effective management of the professional services contract.</li> <li>• Foster a culture of commercial awareness among the team, ensuring that commercial principles are applied consistently.</li> <li>• Provide regular reporting and analysis of commercial performance.</li> <li>• Build and maintain complex relationships with senior stakeholders.</li> <li>• You will lead the implementation of strategies, standards, controls, and systems pertaining to procurement, strategic procurement, and vendor contract management in accordance with legal and statutory requirements.</li> <li>• Provide clear direction, guidance, and support to the commercial team, including training and development as required to ensure that they have the necessary skills and knowledge to execute their roles effectively.</li> <li>• You will develop and implement robust and effective policies, processes, procedures, and systems to support the operational effectiveness of Salix in relation to procurement and contracting.</li> <li>• You will help to manage commercial risks on projects and act as the expert and commercial adviser to delivery teams to ensure effective mitigation.</li> <li>• You will support with the development of strategy, scoping, and negotiation of commercial agreements of all kinds to meet the business' strategic service and project needs and ensure robust agreements are delivered on time and in line with agreed quality and cost measures.</li> </ul>
<p><b>Key Skills and Competencies</b></p>	<ul style="list-style-type: none"> <li>• Experience within contract managing, overseeing multi-million-pound contracts delivering professional services.</li> <li>• Analytical, commercial, and negotiating skills.</li> <li>• Stakeholder and supplier management experience, with strong relationship building skills.</li> <li>• Demonstrable evidence of excellent communication skills and successfully managing challenging stakeholders both internally and externally</li> <li>• Evidence of driving a project through to completion overcoming challenges to achieve success.</li> <li>• Strong organisational skills with high level of attention to detail</li> <li>• Excellent interpersonal and communications skills</li> <li>• Oversee contract reviews, negotiations, and renewals to ensure that contracts are aligned with the relevant legislation and regulations and that they deliver best value for money.</li> </ul>

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**Key information about application**

If you wish to apply for this role please: (if applicable)

1. Send an updated CV and personal statement to [john@nobulrs.com](mailto:john@nobulrs.com)
2. Complete the Equality monitoring form available here:  
[equality\\_monitoring\\_form\\_equality\\_act\\_compliant\\_0\\_2.doc \(live.com\)](#)