

About us

We're Salix and we're on a mission to help save the planet.

We enable and inspire organisations in the public and private sectors to achieve their ambitious net zero targets and create better places to live and work.

We're passionate about our work and proud to be on the journey with them.

We deliver government funding schemes to support councils, schools, housing associations, hospitals and universities boost their energy efficiency, reduce their impact on the environment, save money and remove households from fuel poverty.

We work with the UK government and the devolved administrations in Scotland and Wales. As well as managing the funding schemes, we provide professional advice, expertise, and support to grant recipients throughout all stages of their projects.

We also offer insight, intelligence, and influence by sharing knowledge and lessons learnt from project delivery to help improve future schemes and policy development.

We were created in 2004 and have been growing ever since. We now employ 200 people. Our principal office is in Manchester, and we have a base at Canary Wharf in London.

We are wholly owned by the Department for Energy Security and Net Zero.

Why work for us?

If you share our passion for addressing the urgent challenge of climate change and contributing to the UK's ambitious decarbonisation goals, we want to connect with you.

We offer fulfilling careers where every day brings exciting challenges and rewards.

You'll have the chance to leverage your skills and expertise to shape impactful projects, both large and small, making a meaningful difference across the UK.

Recognising that our employees are the reason for our success, we prioritise their wellbeing and professional development.

As proud holders of Investors in People and Carbon Literacy Project accreditations, we are committed to creating an environment where you can thrive.

As you'd expect, we offer a variety of benefits, activities, and training opportunities to ensure you excel in your role and enjoy your time with us.

Senior Commercial Manager



We're committed to equal opportunities and we're proud of the diverse workforce we have. We continue to grow the diversity of our people, promoting an inclusive culture.

Role	Senior Commercial Manager
Department / Location	Manchester
Reports to	Head of Commercial
Package	<p>£63,000-£65,000 per annum</p> <p>28 days annual leave (excluding bank holidays) Cycle to work scheme Contributory pension scheme Employee support with public transport costs Supported training budget for staff Access to Employee Assistance Program</p>
Key Performance Objectives	<ul style="list-style-type: none"> • To manage the performance of the Delivery Partner and ensure that they adhere to and meet the Service Level Agreements (SLAs) and Key Performance Indicators (KPIs). • To ensure that the contract obligations are met. • To lead on all contract amendments, utilizing the knowledge of the subject matter experts (SMEs) to ensure that the contract alterations are compliant, appropriate, and then drive these changes both internally and with the Delivery Partner and DESNZ. • To build a mutually beneficial relationship with both the delivery partner and DESNZ; to ultimately ensure the schemes are successful in achieving their objectives. • To act as contract management subject matter expert in all procurements. • To deputise for the Head of Commercial as and when required. Lead on procurement activity as and where required.
Key Responsibilities	<ul style="list-style-type: none"> • Lead on the management of contract obligations. • Manage the implementation of contract changes, both internally and with the delivery partner and DESNZ, to align with strategic goals. • Lead on contract Exit and Transition activities across all Housing Contracts. • Lead on contract mobilisation for all Housing Contracts. • Establish and maintain strong, productive relationships with the delivery partner and

	<p>DESNZ to support the success of all assigned schemes.</p> <ul style="list-style-type: none">• Engage in risk management processes to identify, assess, and mitigate potential risks associated with contractual agreements.• Utilise contract management tools, techniques, and systems to increase efficiency and effectiveness.• Provide expert advice and guidance on commercial matters to internal teams, fostering a comprehensive understanding of commercial nuances.• Support the Head of Commercial negotiate contract terms with partners and stakeholders to attain mutually beneficial outcomes while safeguarding organisational and DESNZ interests.• Facilitate and attend contract-related meetings and communications, acting as the primary liaison between the organisation, DESNZ and the delivery partner.• Ensure the documentation and record-keeping for all contract-related activities are accurate, up-to-date, and in compliance with PCR and legal requirements.• Oversee the creation, review, and maintenance of all contractual documents to ensure accuracy and completeness.• Manage all FOIA requests.• Assess and report on the efficiency and performance of existing contracts.• Support the Head of Commercial in addressing any contract disputes in a timely manner, working towards resolution, and maintaining professional relationships.• Provide regular reports on contract statuses, progress, compliance, risks, and issues to senior stakeholders.• Support the Head of Commercial with the review and improvement of contract management processes for greater efficiency and effectiveness.• Support the Head of Commercial with the implementation of commercial strategies, standards, controls, and systems pertaining to procurement and vendor contract management in accordance with PCR and statutory requirements.
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Appointment Process

Salix is an equal opportunities employer and has a policy of equal pay. Competency will be assessed through a combination of the application statement, CV and interview, including a presentation (if required).

Candidates must demonstrate that they meet the qualifications, experience, skills, and abilities required. In order that candidates focus on the experience, skills, and abilities in the Person Specification, ten specific areas have been highlighted. Candidates should focus on these ten points in their written statement which should be no more than 1,500 words. Other aspects of the Person Specification will be evidenced from your CV and the final interview.

Successful candidates are required to undergo and pass a DBS and BPSS security check to be employed by Salix. This will be carried out as part of the reference process, on receipt of the signed acceptance of a conditional offer.

How to apply

1. If you wish to apply for this role, please submit all of the following to

Appointment timetable

- Shortlisted candidates will be invited to interview by mutual agreement.
- Presentation details (if required) will be released prior to interview.
- Start date in post by mutual agreement.

Key information about application

- Applicants must demonstrate through their CV and personal statement that they meet the qualifications, experience, skills and abilities.
- Please be aware that Salix will only accept applications which contain all the requested supporting documentation detailed above, and candidates that do not submit all requested documentation will not be contacted to submit a full application.
- All applicants must have the right to work in the UK and documentation is required to support this.

If you wish to apply for this role, please:

1. Send an updated CV and personal statement to john@nobulrs.com
2. Complete the Equality monitoring form available here: [equality_monitoring_form_equality_act_compliant_0_2.doc \(live.com\)](#)