



Become part of our SWARCO team as

Commercial Manager

Location: Hemel Hempstead, United Kingdom | Full time

Your Challenge

What you will do

As the APT-Skidata business expands, we have a great opportunity for a **Commercial Manager** to join the Smart Charging Solutions business, based in the Hemel Hamstead.

- Using your analytical mind and strong communication skills to liaise with Sales teams, review contracts, agreements and bid opportunities and offering your professional opinion and sculpting a plan/path forward to execute.
- Enhancing the focus and detail on quotations and tenders and leading the team as they respond to all Bid Request.
- Negotiate contracts with customers and suppliers and determine business terms – i.e. Safety lead-time, cost and quality objectives. Delivering savings and performance improvements.

Your Profile

What we are looking for

- Proven experience in Commercial Procurement or Sales – no previous experience required in the Car access/Parking industry.
- Commercial engagement skills including Contract drafting, negotiation and review, along with excellent Negotiation/Supplier Management skills.
- Reporting and Presentation skills allowing you to share progress and amendments with the Senior Leadership Team.
- Any Training/Experience in some project/sales management –Construction or Civil Works/Manufacturing would be advantageous.

Your Benefit

What we offer

As well as providing a competitive salary and benefits package, SWARCO/APT Skidata actively runs employee opinion surveys as part of our drive to provide a comfortable and supportive working environment. We will support your development and you will also receive

your development, and you will also receive:

- Competitive compensation package
- Generous employer pension contributions
- 25 days holiday rising to 28 days ex. bank holidays, and the option to purchase holiday.
- Perkbox – Discount Scheme
- Employee Assistance Programme
- Additional Day (Birthday)
- Life assurance

Become a part of SWARCO. We look forward to receiving your comprehensive application via the online tool.

Apply now

APT Skidata

Unit 1

Maxted Corner

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Information on processing of your personal data is available [here](#).