

Supplier Relationship Manager

Role Type: permanent, full-time

Location: flexible, with regular travel to meet partners and to our offices in Nottingham

Start Date: as soon as available

Experience required: 5-10 years, working in the professional services relationship management – either supplier or client side

Salary: will be the right figure for you – say what will put a smile on your face

Constellia is an innovative, fast-growing company which helps clients source services, goods and works brilliantly, via a select marketplace of suppliers.

We are looking for a relationship manager to build truly strategic partnerships and who is looking for a role with huge potential to drive our business – a growth-mindset and appetite to be exceptional and “do things better” are critical.

The Role

This role will be responsible for developing our supplier network (including big brand and boutique consultants and construction sector players) which we need to build the strongest of relationships with – ensuring we are a preferred client and route to market for them.

As such we are recruiting someone to set and execute a strategy for full life cycle relationship management – engaging them to join our network and then energetically use it. We have a compelling offering for them (plenty of projects...) so need someone to sell this to them.

This is not a role for a contract or compliance manager – we have this covered. We need someone who suppliers will be confident “understands their agenda” and can support them in achieving it.

Your responsibilities will include:

- Proactively managing strategic supplier/consultant relationships, helping make Constellia a preferred partner
- Presenting to new suppliers to persuade them to work with us
- Ownership of strategic supplier engagement activity – e.g. events, webinars, social value initiatives, targeted campaigns and tech developments
- Acting as the primary point of contact for suppliers – being their champion
- Supporting project delivery assurance and intervening in disputes
- Researching to identify suppliers which will be able to deliver an excellent level of client support
- Conducting spend analysis and presenting relevant MI to colleagues and the Board

Essential Experience/Attributes

- Between 5-10 years in relationship/account management across the public or private sector
- A very strong sense of ownership – candidates must feel defined by what you deliver
- Driven starter-finisher “fixers” – who find opportunities for improving what we do
- A growth mindset - keen to grow skills as the business grows

About Constellia

Established in 2007, we manage and influence spend in over 150 organisations across the UK public and private sectors. Experts in professional services, and in particular consultancy and construction, we now support sourcing all types of indirect spend including ICT and facilities management.

We operate as a Managed Supplier – bringing clients a full supplier and spend management solution. In the public sector this is via the Neutral Vendor Frameworks we run – enabling us to offer truly exceptional service standards.

We are also facilitators of the Consultancy Procurement Council, the global consultancy buying best-practice sharing network – positioning us as the leading experts in this space.

Working with us can be fast paced; we're a diverse, hard-working team united by a drive to help each other in a fun and friendly way, celebrating our success as a team. From day one with us, you'll be a key player in our inclusive and supportive fast-growing business.

Our main office is based in Nottingham, but many of our roles offer flexibility of location – especially as we recognise the need to be near partners.

How to Apply

If you would like more information about this exciting role or would like to apply, please contact Carol Pull, our Talent Acquisition Manager, by submitting your CV to carol.pull@constellia.com