

PAGABO

Simply better procurement



Regional Relationship Manager

London & South East



Who are we?

Pagabo is a privately-owned public sector procurement specialist. We help public sector organisations establish and manage EU compliant framework agreements, dynamic purchasing system(s) and we provide tailored procurement consultancy services.

We are based in central Hull (Bowlalley Lane, HU1 1XR). We have a small and focused team, led by MCIPS qualified procurement professionals, and have a balanced public and private sector ethos that delivers strong results.

We have been in business for 6 years and financially very strong. Our growth during 2019 so far has been controlled and progressive, and 2019/20 will see further expansion as demand for our services increases.

Check out our website - www.pagabo.co.uk for more details.

The role

Pagabo is one of the fastest-growing Construction and Goods & Services related framework providers for the Public Sector. Due to this growth and unique service offering, we are seeking to recruit Regional Relationship Managers to continue to build on the wealth of capability and expertise the company holds. This means we will keep on meeting the requirements of our ever-growing customer base in construction projects, large and small, construction related professional services and other goods and services.

Our aim is to help public sector organisations throughout the UK, by providing EU compliant framework agreements a Dynamic Purchasing System and tailored consultancy services.

The Regional Relationship Managers will undergo extensive training to learn the company's unique culture, service offering, the strength of our framework partnerships that bring true value to Pagabo's loyal clients.

If you're a commercial procurement professional with construction experience who's driven, out-going and innovates, prides themselves on service delivery, stakeholder engagement and has an advisory approach, this role will suit you!

You will work closely with the senior management team to drive value throughout their customer consultation process. These positions are high profile and really requires an individual with excellent communication skills, good commercial acumen and the ability to develop relationships at all levels, acting as a pivotal linchpin between Pagabo's central processes and clients.

Regionally based role with requirements to visit clients across the London & South East.



Duties Include:

- Develop strong business relationships with clients.
- Consult and advise clients on the use of framework agreements, forms of construction contracts (NEC, JCT), further competitions and Contract Management
- Present and indicate benefits of the frameworks and wider solutions (enhanced audit and transparency, increased visibility, reduced risk etc.) to potential clients.
- Consult with clients to find the best and most cost-effective way that meet their needs.
- Train clients on how to use the framework.
- Support and assist in managed tendering exercises on behalf of clients (liaising with the central team) and communicating with external stakeholders to fully understand their requirements for the tender.
- Be responsible for the delivery of services.
- Represent the business at national, regional and local levels across the sector and in other relevant forums, continually monitoring, planning and responding to the changing operating environment.
- Promote an organisation wide culture of providing value through effective framework solutions and management services.

Skills / Experience Required

- Have extensive knowledge of EU procurement legislation and the latest procurement procedures.
- Previous procurement, commercial management experience with in construction and related professional services.
- Have NEC, JCT knowledge.
- Have a passion for relationship management.
- Ideally have experience of working with aspects of e-business and e-procurement.
- Must be willing to travel as required.
- Procurement Project Management skills including stakeholder and supplier relationship management experience.
- Advanced MS Office
- Logical, data driven and analytical
- Exceptional level of communication



What's on offer:

- c. £47K
- Performance related bonus
- Car Allowance
- Pension (company supported)
- Life Insurance
- Private Medical
- 26 days holiday + bank holidays
- Tailored training & development
- A great working environment and regular social events
- Being part of an entrepreneurial team that challenges you and gives you fantastic career progression

For more information or an informal chat about the role, contact Simon Toplass:

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To Apply please send your CV and Covering Letter to careers@pagabo.co.uk