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# Example of Manager, Contracting Job Description

Our company is looking to fill the role of manager, contracting. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, contracting

* Develop and drive cross-functional governance mode l(s) to conduct stakeholder review and approval of strategic sourcing events
* Mentors Sr
* Anticipate five year trends in energy, facilities, and business environments
* Define market opportunities
* Understand competitive pricing, industry norms and trends, business implications and influence on customer buying behavior
* Analyze profitability and sales of offerings, including development and updates of financial performance and business case for those in your portfolio
* Lead cross-functional teams to formulate and execute offering development and commercialization
* Establish strong working relationship with technical sales and operations associates in district offices and corporate teams
* Educate stakeholders of varying subject matter maturity by making complex energy contracting issues simple and clearly showing linkage between customer need and portfolio offerings
* Evangelize product concepts beyond current offerings and consider business model innovation (platform, product, service and delivery innovations)

## Qualifications for manager, contracting

* Create business cases for product and program launches, re-launches, and retirement to ensure portfolio growth and profitability
* Gather and curate success stories from customers and district offices to support further sales and commercialization efforts
* Identify internal and external partners to fill needs and drive speed to market for solutions
* Bachelor’s degree in Finance, Marketing, Economics or similar discipline is required
* 7+ years of total business experience is required
* Implements organizational change efforts around contracting and credentialing at CDOs to meet NCQA guidelines