

Commercial Contract Manager

Job Description and Responsibilities

NKT Photonics is looking for an experienced Commercial Contract Manager that will be serving as the point of contact for Key customers on contractual matters ensuring timely review and approval/reconciliation during contract negotiations in close collaboration with Product Line Directors, Project Managers, and VP of Business Development.

Working closely together with a highly motivated team, the Commercial Contract Manager is part of Business development group responsible for evaluating, proposing, establishing, and executing all larger key customer driven product development projects within NKT Photonics. The Commercial Contract Manager position has a cross-functional senior leadership role in coordinating the commercial contract negotiation process and will be reporting directly to the VP of Business Development. Since all customer driven projects are very technically demanding, the Commercial Contract Manager is expected to have a strong technical background. The position is global and traveling activities are required.

Key responsibilities

- Drive the process of drafting, evaluating, negotiating, and executing Non Disclosure Agreements, Development Agreements, Supply agreements, Warranty agreement, Licensing Agreements, Master Agreements etc.
- Responsible for ensuring timely review and approval / reconciliation of contract variations
- On all standard and nonstandard contracts, provide redlined recommendations in cooperation with our legal department and often negotiate directly with customer attorneys or purchasing staff until consensus has been reached
- Drive the construction of contracts and the negotiation of pricing (product and service pricing) to ensure best possible margins and business case before contract signing
- Drive the progress of pricing, quotes, POs during initial project development phases
- As needed, provide guidance on contract matters to project managers or other operational staff, including training to new project managers and other employees in contracting practices and procedures

Required skills and experience

- Proven experience within successful commercial contract negotiations
- Proficient with commercial contract terms, frameworks, and methodologies
- Technical background with an add-on business education
- 5+ years industry experience
- Strong commercial awareness and result-orientated
- High degree of flexibility
- Structured and high degree of self-discipline
- Strong ability to cooperate with an internal as well as external group of people
- Fluent command of spoken and written English

Please send your applications in English marked “Commercial Contract Manager” to careers-dk@nktphotonics.com as soon as possible as we plan to start the interviewing process immediately.

NKT Photonics is the leading supplier of high performance fiber lasers and photonic crystal fibers. Our main markets are within imaging, sensing and material processing. Our products include pulsed lasers, such as supercontinuum sources, low noise fiber lasers, distributed temperature sensing systems and a wide range of specialty fibers. NKT Photonics has its headquarters in Denmark with sales and service worldwide. NKT Photonics is wholly owned by NKT Holding A/S. More information on NKT Photonics can be found at www.nktphotonics.com