

# WE'RE HIRING

**Role: Manager/Sr. Manager Commercial**  
**Department: Commercial**  
**Location: Mumbai**

## Job Role:

The Senior Manager – Commercials will handle all procurement activities for BARC India and its subsidiaries, mainly focusing on technology related procurements such as IT hardware, software, licenses, services, support, software's developments and AMC etc. The role also covers non-IT/operational requirements. The position requires an engineering background and strong commercial skills to ensure procurement is cost-effective, compliant, and aligned with business needs.

## Job Responsibilities:

- **Procurement:** Plan and manage purchases of technology related product & service contracts such as IT hardware, software, licenses, services, software developments and AMC etc along with procurements of products and service for Panel operations, MSCi, HR, Facilities, Marcom etc.
- **Vendor Management:** Identify, onboard, and manage vendors and relationship; handle RFIs/RFQs to closure.
- **Be the partner:** Partner with Technology, Operations, MSCi and other teams to meet technical and business requirements and delivery as per SLA.
- **Risk & Compliance:** Ensure commercial negotiations and enabling contracts and procurement follow legal, ethical, and company standards.
- **Cost Control:** Benchmark prices, negotiate deals, and manage spend within approved limits. Knowledge about Market trends and benchmarking and arrive at a right price

## Job Specification:

- Qualification: Engineering degree/ Mcom.
- 8–12 years in procurement/commercial roles, with strong IT procurement and capex exposure.
- Proven skills in vendor negotiations, contract management, and supplier governance
- Solid knowledge of technology procurement and commercial processes.
- Strong negotiation, analytical, and cost management skills.
- Ability to work collaboratively with multiple stakeholders and cross-functional teams.
- Proficiency in contracts & commercial documentation.
- Integrity, attention to detail, and problem-solving ability
- Excellent & effective communication skills in English (mandatory)