

# Military Air Solutions

## Commercial

Commercial is one of the key links between BAE Systems and their customers, and operates two distinct, but inextricably linked roles; Contracts and Estimating. With BAE Systems partnering with some of the world's most high profile defence projects, Commercial is responsible for innovating new solutions to customer requirements, providing competitive advantage whilst meeting contractual obligations. Commercial affords protection to BAE Systems by providing a well grounded price, effective terms and conditions, and in conjunction with other functions, minimises the risks to the company through the contracts it negotiates. Commercial has significant roles in key business processes designed to minimise risk and guarantee bids are acceptable, from the company's perspective, to release to the customer.

Contracts roles offer opportunities from preparing and bidding for new contracts and negotiating their terms and conditions, to the management of existing, to eventually closing down contracts when the time comes. Estimating on the other hand can see you building up detailed costs, establishing, negotiating and pricing risk, and preparing final bids for the customer. As a Commercial Graduate you have the opportunity to become involved in any of these activities, or to try combined roles, allowing you to see tasks through from the initial generation of costs and prices to negotiating the terms and conditions providing the foundation of the final contract, and in some cases take ownership of bids from start to finish.

Commercial offers opportunities for almost everyone. If you are customer focussed, enjoy the challenge of meeting changing requirements, or have an interest in contracts or pricing, Commercial could be for you. With Commercial having strong links to the customer, as well as key internal stakeholders and other functions, an ability to work effectively with both customers and colleagues is a must.

The work is both demanding and challenging, and so applicants should be performance driven, and ready to set themselves, demanding targets which will undoubtedly be rewarding to achieve.

Whilst on the Graduate Development Framework (GDF) within Commercial, you will enrol on the Commercial Foundation course, usually around the start of your third placement. This course develops your professional skills and benefits the growth of your commercial knowledge, and through optional further study and examinations, can see you gain accreditation recognised by the Chartered Institute of Purchasing and Supply (CIPS).

The GDF offers the chance to embark upon an out of business placement, usually your third role. This will allow you to gain a greater understanding of other BAE Systems business units outside of Military Air Solutions (MAS), or could see you take up a role within another MAS department, e.g. Project Management, which could help with your understanding of the roles of other departments, and aid your involvement with them throughout your future career.

All of these opportunities will help you prepare for and further your career within BAE Systems, and what you achieve in your career is largely dependent on you. The opportunities are there for you to take, your personal goals are what will drive your career within Commercial, be it leading teams, or having a truly hands on role in building up the prices and contracts yourself.