

Social Value Lead

Department: Chief Operating Office

Division: Commercial Services

Reports to: Governance, Planning & Performance Lead

JE Reference: COO1006

Grade: 11

JE Date: 9/3/2021

Job purpose

Leads the social value agenda across GoJ in line with the government's strategic priorities. Driving progressive procurement approaches and activities that support the creation and measurement of social value across the full span of the government's commercial activities, identifying areas for growth and innovation, improving markets on-island, enhancing supply chain resilience, managing and mitigating risk, and enhancing GoJ value proposition to the public

Job specific outcomes

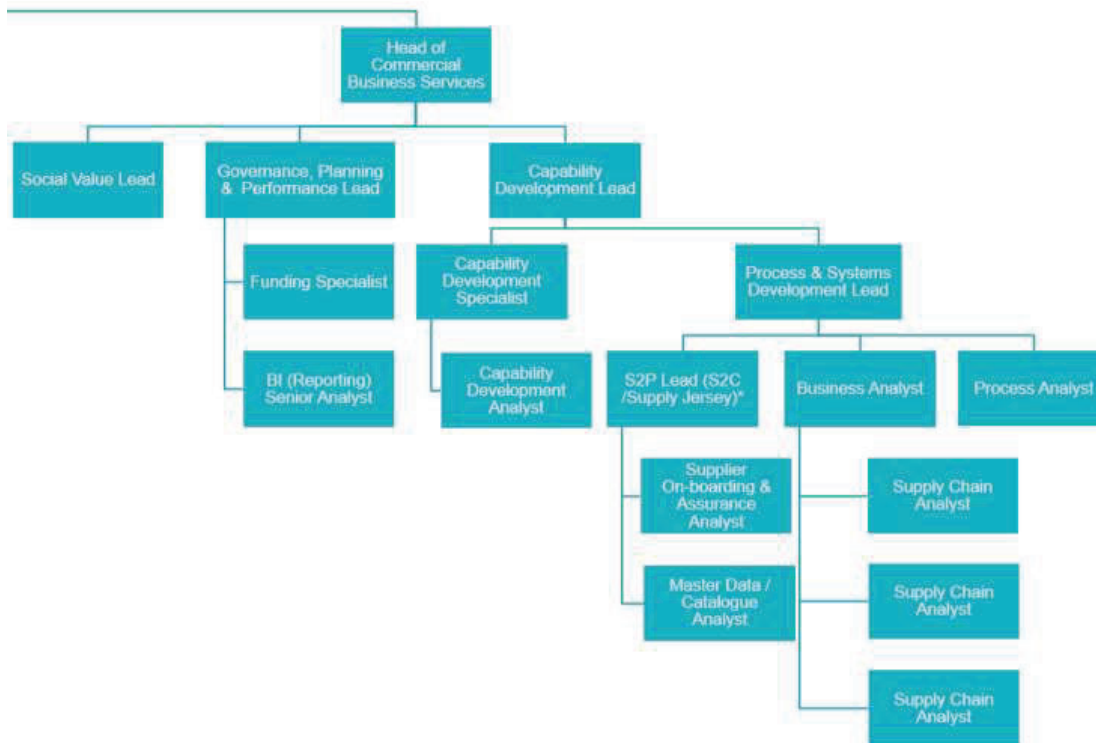
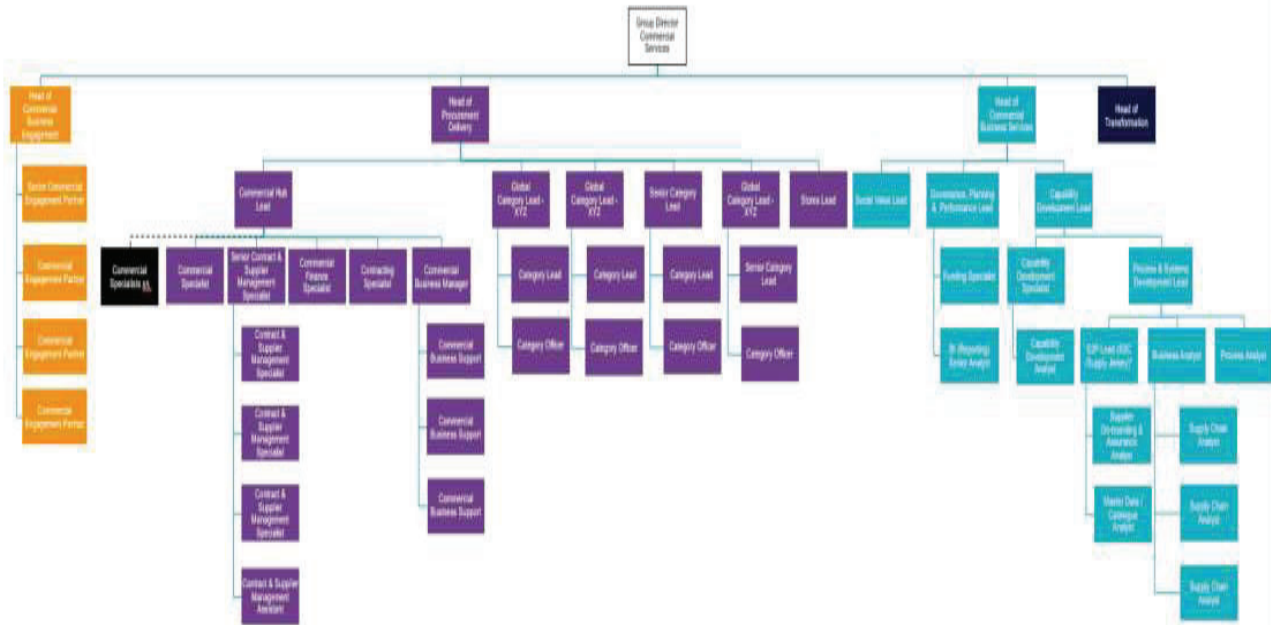
- Works with GoJ stakeholders to create and improve on-island markets through enhanced social value of contracts. Enhancing resilience of supply chains, managing and mitigating risk, and enhancing GoJ value proposition to the public
- Works with Commercial Services, the government and external parties to identify opportunities, and establish social enterprises that address gaps in the market and enhance GoJ strategic priorities. Enhancing the islands social and economic long-term sustainability
- Champions the use of social value through contracts to contribute towards GoJ strategic priorities and makes the island an attractive place to do business. Driving sustainable economic growth in on-island organisations that contributes to a prosperous economy and employment market
- Recommends improvements to GoJ processes, toolkits and templates to make it easier for the government to encourage the establishment, and use of social enterprises, and promote social value in their contracts
- Facilitates workshops with stakeholders and suppliers to identify the root cause of issues and barriers for diverse businesses (including local suppliers) to contract with GoJ. Constructively addressing the issues that present themselves and creates actionable plans for improvements
- Drives market and supply chain growth, identifying supplier and partner development opportunities and develop strategies to address.
- Works with the Commercial Services team and wider organisation to identify social value market trends, growth, drivers, emerging products and potential opportunities that can inform the Commercial and Category planning process. Identifying gaps and risks in the market and mitigation plans to address vulnerabilities.

- Provides Commercial input to GoJ wide digital strategy development and implementation, including the development of a Commercial data strategy, to enhance social value and supply chain risk management practices and assurance
- Contributes to the development of a culture of continuous improvement, introducing impact-measured analytics to demonstrate the scale of success of social value and market development
- Enhances the social, environmental and economic value proposition of the local supply chain to increase their competitiveness and deliver GoJ strategic objectives
- Any other duties as required by the line manager or Head of Department that are commensurate with the role and in support of the Government of Jersey

Statutory responsibilities

Active engagement, participation and compliance with any other statutory responsibilities applicable to the role, as amended from time to time.

Organisational structure & Chart



Person Specification

Specific to the role

ATTRIBUTES	ESSENTIAL	DESIRABLE
Qualifications	<p>Relevant business degree</p> <p>Up to 3 years' equivalent experience</p>	
Knowledge	<p>Demonstrable knowledge of internal and external business engagement, board level stakeholder management and influence to drive improved ways of working</p> <p>Demonstrable knowledge of designing and adopting progressive commercial practices that deliver social value and enhance community wealth</p> <p>Some knowledge of working within large, complex organisations and their supply chains to develop their solutions to best meet organisational needs and can coach others on the subject</p> <p>Some knowledge of enhancing social value in commercial strategies and agreements to deliver increased value and outcomes throughout the commercial and procurement lifecycle. Coaching the team and the wider business to grow their knowledge and enhance commerciality within the organisation</p> <p>Knowledge of relevant commercial legal provisions and processes, coupled with the skills to use this knowledge to manage contracts appropriately</p>	<p>Understanding of the Jersey political landscape (how things get done)</p> <p>Understanding of the Government Plan</p> <p>An appreciation of the Team Jersey and One Government vision.</p>
Technical / Work-based Skills	<p>Ability to bring together and articulate the broader business context and understanding of the strategic business priorities and objectives. Coaching others to ensure they are comfortable discussing these with strategic stakeholders across the organisation</p> <p>Ability to monitor and manage performance against contracts, KPIs and SLAs. Meeting with providers to discuss performance and develop improvement plans to address poor performance</p> <p>Ability to draw on a range of consulting skills to drive strategic stakeholder engagement, effective communication, demonstrate creativity in problem solving, develop and deliver compelling solutions and manage the people side of change</p>	

	Analytical reasoning and data analysis to support insight led decision making. With the ability to interpret and present the information to positively influence decision makers across the organisation	
General Skills/Attributes	<p>Demonstrable business and network engagement skills, with the presence to manage and be a role model for other team members, influence positive outcomes and the confidence to challenge</p> <p>Demonstrates capability and capacity for critical thinking and ability to apply this insight in a practical and engaging manner</p> <p>Demonstrable capability to troubleshoot and collaboratively resolve problems that occur throughout the commercial lifecycle</p>	
Experience	<p>Demonstrable experience of supporting or leading the implementation and continuously improving social value within large, complex organisations. Developing and refining the service offering to meet organisational needs</p> <p>Significant demonstrable experience of working with project/programme teams in a matrix environment. Providing thought leadership throughout the commercial lifecycle to maximise the outcomes of commercial decisions and minimise commercial risk</p> <p>Demonstrable experience of growing awareness and commerciality within large, complex organisations to meet strategic objectives and enhance local economies. Coaching internal and external stakeholders to enhance commerciality and decision making</p>	

Core Accountabilities, Attributes and Behaviour Indicators

Appointees to this role will be required to adhere to and perform their duties in line with the standards identified in the States of Jersey tier 4 core accountabilities, attributes and behaviour indicators.

This next section is for Job Evaluation purposes only (Please remove everything below this point when using the JD elsewhere e.g. for recruitment / consultation purposes)