

Commercial

The BAE Systems Commercial function provide a commercial framework within which BAE Systems can deliver world class capabilities while minimising risk and maximising shareholder value.

In the majority of business units the Commercial function is made up of specialists in two areas, Contracts and Estimating. Across these two core skill areas the Function is deeply involved through the life of every project, from development of business cases and concepts through the winning and management of contracts to contract closure.

At the very beginning of a project's lifecycle, Commercial experts work together to create business cases and generate cost estimates, along with the bid team and focus on the drafting and pricing of contracts.

Before the submission of these proposals and prices the Commercial function plays a central role in gaining the necessary internal approvals to submit the bid to the Customer.

Commercial is not just an internal facing function, Commercial staff lead the negotiation of contract prices and terms and conditions along with other formal agreements.

This Customer interaction is maintained by Commercial during the life of a contract. Contract Management is one of the key disciplines of Commercial and the Function works closely with Customers to agree and affect changes in contractual terms and conditions and contract values, where required.

The Commercial Function as part of the wider BAE Systems team works alongside a number of other disciplines. Commercial work closely across business units and functions, particularly with the Legal Department, to protect the company's Intellectual property and ensure compliance with government legislation, the Finance Department, to analyse expenditure / forecasts, and Project Management, to ensure the timely execution of BAE Systems world beating solutions.

Typical projects a Commercial Graduate at BAE Systems Rochester could expect to work on include:

- Negotiating the price and terms and conditions for the sale of Head-Up Displays (HUDs) for commercial airliners
- Managing the contractual aspects of the Eurofighter Typhoon program, acting as the customer interface for the Rochester site
- Formulating a price to win from estimates provided by each function for a proposal to provide US customers with Active Pilot Stick capability on the JSF aircraft.