



Commercial Scheme

More about the Commercial scheme

Every year we spend £160 billion of taxpayers' money with suppliers to provide public services. Central government spends over £40 billion each year on goods and services, so effective management of our commercial activities is hugely important.

We have been through turbulent economic times and now more than ever, we are committed to improving the quality of services we provide to the public for less money through the decisions made by commercial professionals.

On the Fast Stream, you will be working with senior stakeholders within weeks of joining. Commercial is very much a sector where doors are there to be opened and performance, more than seniority, drives career progression.

What to expect

On the Commercial Fast Stream you will play an important role in our commercial activities and could find yourself involved in negotiating contracts worth billions of pounds, making sure that government is in tune with markets, and managing our relationships with some of the biggest companies in the world. Improving commercial capability is one of the top 3 civil service priorities.

This means commercial activity attracts a huge amount of press and political attention. This is exciting and really drives you to do the best possible job, knowing that the government's reputation is often riding on commercial shoulders.

Benefits

Top reasons to apply for the Commercial Fast Stream:

- commercial capability is increasingly recognised as the top ability demanded by employers across all sectors
- in the public sector, it's especially important: £40bn is spent by central government each year. It's a lot of money and a lot of responsibility

Promotion and successful completion of the scheme will see you earn c. £44k-£55k, while other benefits include the Civil Service pension scheme, professional qualifications, flexible working, season ticket loans, sports and social activities, childcare assistance and more.

- it's the Civil Service's number one priority to improve commercial skills - so your development will be supported throughout

- commercial professionals work on some of the most challenging, interesting projects in government
- gain private/charity/wider public sector experience in your third year
- there's an incredible variety of experiences available - you could be working in any government department, for example procuring prisons in the Ministry of Justice, buying battleships in the Ministry of Defence, or negotiating nursing equipment in the Department of Health

Departments

We have a broad range of departments and agencies participating in the Commercial Fast Stream from the Home Office to the Department for International Trade.

On the Commercial Fast Stream you will gain cross government experience which will allow you to build networks and gain skills and experience which will enable you to become a successful commercial professional.

Learning and development

On the Commercial Fast Stream scheme, you'll undertake the CIPS Corporate Award Practitioner and Advanced Practitioner programme. Successful completion of this programme results in full membership of CIPS (MCIPS), after 3 years' experience in a responsible commercial role.

You'll gain experience on how to address public sector-specific learning needs, to drive more sustainable, transparent and ethical commercial practices.

The programme is delivered across a 2-day residential, using different learning methods including; practical assessed assignments, interactive workshops and live business projects.

Eligibility

You must be commercially aware, with:

- a real interest in business
- an understanding of the environment in which an organisation operates, for example, its customers, competitors and suppliers
- an understanding of the economics of business and commercial realities, from the perspectives of both the organisation and the customer
- an awareness of the need for efficiency, cost-effectiveness and customer care
- an interest in developing an understanding of the marketplace in which the Civil Service operates
- an ability to see the bigger picture and view situations from a business perspective, then apply this to achieving the best outcomes

You must also:

- have excellent analytical and problem solving abilities
- be a strong communicator with developed oral and written skills
- be keen to hone your influencing and negotiating skills
- have an inquisitive mind, enjoy finding creative solutions and be able to consider the bigger picture
- have drive, enthusiasm, a flexible approach and the resilience to handle change
- be motivated to deliver the best customer service
- be comfortable with using and applying numeracy skills
- aspire to lead, with the ambition to be a senior leader in the Civil Service