



Candidate Information

Procurement Business Partner

What We Do

Bloom offers a compliant fully managed marketplace for professional services across the public sector.

We specialise in bringing together a community of clients and suppliers to help the public sector buy and manage services in a compliant, efficient and effective way. We aim to give the best choice for our clients and open up more business opportunities for suppliers, big or small.

We provide a full end-to-end marketplace solution for the procurement, contract management and payment of all professional services.



A message from our CEO

"I am passionate about Bloom and what we believe in, where we're going, and how we'll get there.

Our Purpose, Mission, Vision, and Trademark Behaviours bind us together to form our commitment culture and help us grow both individually and collectively. Our culture influences how we treat one another each day and the behaviours we reward. It creates an environment where everyone is real and true and that is something we all are proud of.

It also drives growth and long-term financial sustainability. **We value individuality and diversity and that's what allows us to work together to create innovative approaches for our customers,** which sits alongside our deep expertise in enabling brilliant outcomes.

Bloom is growing rapidly; we are naturally curious, and our journey has only just begun. We are investing in our people and technology and have big plans for the future.

So, if you think all that sounds interesting then you should consider joining us and being part of it, you'd be working with some great individuals in a great business that cares about its people and customers."



Purpose

Enabling brilliant outcomes today that
build a better tomorrow

Mission

Deliver an outstanding customer experience and maximum value for
every pound spent on professional services

Vision

Provide a professional services marketplace
that delivers brilliant outcomes

Trademark Behaviours

Our trademark behaviours aren't just behaviours, they're our language and an essence of everything we do.

The most successful cultures are the ones that work together in a harmonious way. This is something that we realise and are truly passionate about.

We want everyone who joins Bloom to feel a part of our team. We strive for our people to know that their role is equally important and contributes to the whole Bloom mission. This includes you.

We have our trademark behaviours in place to ensure we're all pulling in the right direction, together as one.

Our trademark behaviours are...



We are Bloom



Working in partnership:
nepo **Bloom***
*Opening up procurement

Bloom*
*Opening up procurement®

**Enabling brilliant outcomes
today that build a better
tomorrow**

To find out more about Bloom Procurement Services:

[Case Studies](#)

[Testimonials](#)

[Framework](#)

[Social Value](#)

[Meet the Team](#)

[Bloom News](#)

Bloom Benefits



Company bonus scheme



Simply Health cash back plan



Byond cashback card – earn on your everyday spend



Learning and Development Opportunities – individual personal development plans



Hybrid working & flexibility



Employee Voice – Hive HR Engagement Survey and Open Door



A day off for your birthday – because you deserve it!



Death in Service – four times your salary



25 day holiday allowance - increasing with length of service to a maximum of 29 days plus bank holidays



Hive Fives - Little messages big miles recognition portal. Everyone deserves a pat on the back.



Employee Assistance Programme – for the time you need support



One day to give back via volunteering



Buy up to 5 additional days holiday



Grab a Grand referral scheme



Company Pension Scheme



Company social events



Electric Vehicle salary sacrifice scheme



Cycle to Work scheme

Procurement Business Partner

Remote, up to £35k ,+10% potential bonus
Reporting to Head of Project Delivery

Job Purpose and Summary

The Procurement Business Partner plays a pivotal role in ensuring that Bloom's customers can access and effectively utilise the Bloom service offering. The Procurement Business Partner is responsible for providing day to day support to allocated clients in building outcomes-based specifications that clearly and effectively capture requirements in a compliant and best practise way. The Procurement Business Partner is also responsible for providing oversight and escalation for high value projects and customers, providing contract management support throughout the project delivery lifecycle and ensuring that revenue realisation is delivered in line with forecasts and that projects are delivered to the agreed terms, with a focus on quality delivery of agreed outcomes.

Key Performance Indicators

Key Accountabilities & Responsibilities

- Liaise with Onboarding team to ensure new clients and client stakeholders receive appropriate and timely training to support successful consumption of Blooms services.
- Contribute to the execution of the Strategic Account Plan for nominated clients with a focus on account growth and diversification.
- Support clients with new requirements to Bloom including influencing and guiding the preparation of service specifications to ensure they are compliant, wherever possible outcomes based and deliver efficiencies and meet the client's strategic objectives
- Supporting the supplier identification and selection process.
- Monitor delivery of commercial management aspects of projects by suppliers to agreed targets, including timely approval of project milestones to ensure prompt payment to suppliers for work delivered.
- Manage and report on provision of service for assigned clients, maintaining project schedules, providing timely updates to client and business stakeholders and anticipating and addressing issues wherever possible
- Maintain regular communications with client stakeholders, both internal and external, to progress scheduled and active projects, working in partnership with the CDM.
- Full compliance with Sugar CRM updates in line with customer journey to manage and monitor client relationships and activity
- Work with suppliers to ensure delivery of outcomes to agreed milestones and fees, and adherence to agreed invoicing schedules
- Manage the commercial outcomes of project changes in scope and/or timescales, including raising and processing change notices, and communicating with clients and suppliers, and Bloom operations and finance teams to ensure changes are reflected in work plans and revenue forecasts

Mindset, Behaviours, Skills and Knowledge

Behaviour, Mindset and Attitude

We are looking for role holder to be able to demonstrate the following behaviour:

- Behaviours that are in line with our Trademark Behaviours

Skills, Know-how and Experience

To achieve performance excellence, the role holder must be able to demonstrate the following:

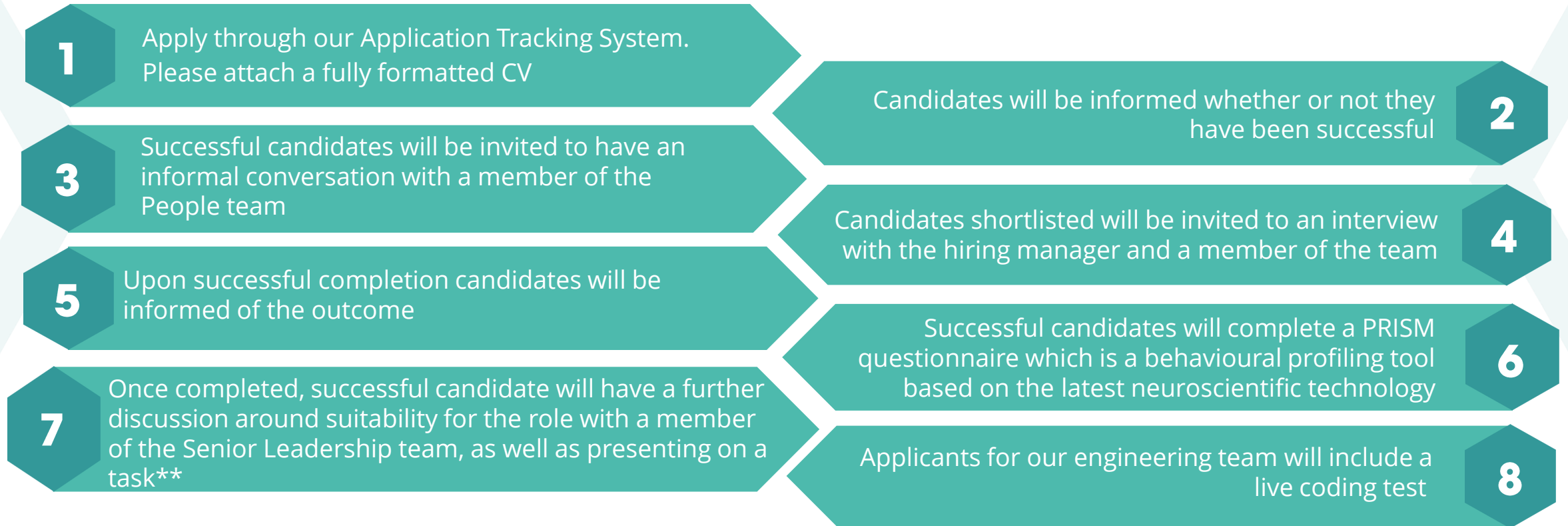
- Proven ability to develop and maintain effective relationships with internal and external stakeholders across all levels of seniority
- Experienced client service professional, ideally in a services-based organisation
- Strong analytical and communication skills and works well within a team
- Ability to work under pressure and to tight timelines
- Proven ability to prioritise multiple projects whilst maintaining client commitments in a fast-paced environment
- A self-starter; highly motivated, results driven and with excellent attention to detail
- Contract management and contract delivery

Desirable (in order of priority):

- Strong knowledge of modern procurement practices
- Public sector client management in any capacity

Technical / professional qualifications:

The Recruitment Process



**Dependent upon role. You will be informed and will be given plenty of time to prepare for the task!

What some of our current employees say about us...

“Bloom is a company where innovation and passion run throughout each department, and I think that is the key to its success.

I would say the best thing about working at Bloom would be the people – everyone goes above and beyond to help and provide insight if needed.

Working in the Commercial Team has given me the opportunity to utilise my skill set to bring a positive change to the public sector through professional services. This supported by a flexible working environment makes Bloom an amazing place to work. “

I joined Bloom in April 2021 with one year's PQE. I had known a little bit about Bloom – what it does and how it operates with clients and suppliers - but I was yet to learn all about the ins and outs of the Bloom world.

In the first few months of my role, I got to know the people at Bloom, what they do and how together everyone makes a difference in keeping the Bloom engine running, this was integral to my role.

Through daily talks with my manager, I have been able to discuss all aspects of my role, from challenges faced and ways to overcome them, to how I can improve and what I am doing well in. The constant communication has been and still is a great way for me to learn and develop.

I have been at Bloom for almost a year now and during this time I have met such wonderful people and have learnt a lot! I had no experience of procurement or contracts before joining, but with the help of my manager and the rest of Bloom, I am now in a position where I can confidently say I am good at my job.

At Bloom we are making a real societal difference.

I have had the pleasure of working with some fantastic customers and supporting impactful and critical projects across the UK; from major regeneration projects that elevate the lives of local residents, to complex healthcare projects, ensuring patients continue to receive the exceptional levels of care from our inspiring front-line workers.

This wouldn't all be possible if it wasn't for the Bloom community, who all play an integral role within the business. Brilliant, selfless, and knowledgeable individuals who are passionate about what they do.

Interested? Apply today!
We look forward to receiving your application.