



At Stepnell, we understand the importance of frameworks, our mission is to build stronger partnerships allowing us to deliver excellence across our projects. As we expand, we are looking to recruit a driven and experienced **National Framework Manager** to join our team and lead our framework strategy for Stepnell.

Reporting to our Regional Director, the key responsibilities are:

- Secure Framework opportunities and support preconstruction efforts to win awards
- Oversee the company's position on live frameworks and those nearing renewal
- Monitor performance against competitors, providing advice to stay competitive
- Develop and nurture relationships with framework stakeholders to promote the benefits of the framework and influence decision-making.
- Lead Stepnell's representation on internal and external matters, attending key market events
- Ensure full compliance with procedures and suggest improvements.
- Support Client Care during the defects period, manage latent defects, and promote lessons learned.
- Ensure knowledge sharing and best practices across projects to drive continuous improvement.
- Partner with Pre-Construction Managers to build strong client relationships and maximize framework opportunities.
- Collaborate with Regional Managers and Directors to allocate resources for attractive bids.
- Provide best practice evidence and case studies for bids and attend key workshops and meetings.
- Support the development of bid strategies, supply chain engagement, and presentation preparations.
- Develop KPIs and SLAs, benchmark performance, and ensure continuous improvement.
- Report on framework KPIs, financial performance, and opportunities.
- Work closely with commercial teams to monitor financial risks and opportunities.
- Establish customer needs and ensure performance measures are met.
- Lead customer satisfaction processes and address improvements as required.
- Maintain strong client relationships and demonstrate added value.

Current Frameworks Leadership

- Lead the following frameworks:
 - Procure Partnership Framework
 - Crown Construction Services Framework
 - NHS Shared Services Framework
 - National Grid
 - Additional regional frameworks in collaboration with Regional Directors
 - Other relevant frameworks as requested.



COMPLETE CONSTRUCTION PARTNER

The ideal candidate:

- Proven experience in framework management within the construction industry.
- Strong leadership and stakeholder management skills.
- Knowledge of construction procurement processes and competitive benchmarking.
- Ability to manage financial performance and commercial risks.
- Excellent communication and relationship-building skills.

You will work nationally with our frameworks and work closely with our teams across Bristol, Southampton, Rugby & Nottingham. You will be based near any of our offices or key Frameworks with the willingness to travel.

Why Stepnell

At our core, we are committed to inspiring, nurturing, and investing in our people, ensuring that their careers are both fulfilling and rewarding. As proud holders of Investors in People Gold accreditation, we recognise that our employees are the driving force behind our success. We value everyone's contribution and curiosity rules within our teamship philosophy. We aim to empower our people to make a difference and drive positive change across our business and services.

To show our appreciation, we offer generous and competitive benefits including, an enhanced pension scheme with a Stepnell contribution of 7% to help secure your financial future, annual leave that increases with service and the flexibility to purchase more, market-leading employee referral scheme, and for eligible roles comprehensive health coverage, adjustable start and finish times and a car allowance or company car.

Join us in a collaborative and inclusive environment where your well-being is our priority, and your contributions are truly valued.

About Us

We are a family-run business with a history of more than 155 years, we are stable and reliable, making long-term decisions in the best interest of our people and customers.

Our unique and growing capabilities span construction, property development, energy, joinery, and concrete repairs, enabling us to meet the diverse needs of our customers. With six regional offices in Nottingham, Rugby, Wantage, Bristol, Southampton, and Poole, across 3 business units, our geographical reach allows us to maintain high levels of repeat business, currently representing 75% of our turnover.

Our team of experts rises to every challenge, we are proactive problem solvers, and collaborate every step of the way, ensuring our customers have a smooth experience.