JULIAN MERCER

CONTRACT MANAGER

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PROFESSIONAL SUMMARY

Contract Manager with 13+ years managing the full contract lifecycle for engineering and technology businesses. Negotiates commercial terms, controls risk through clear clauses and approvals, and keeps renewals, obligations, and amendments under tight management.

PROFESSIONAL EXPERIENCE

Senior Contract Manager Mar 2020 - Present
Siemens, Atlanta, GA

- Negotiate customer and supplier agreements worth up to $25M, holding standard liability and payment terms in most deals.
- Partnered with finance to align billing and payment milestones with contract terms, which shortened the average time to invoice by about four days.
- Introduced a clause library with fallback positions that shortened average contract turnaround from 21 to 14 days.
- Built a renewal tracker covering 340 active contracts that surfaced expiring terms 120 days ahead and prevented lapses.
- Mentor three contract specialists on redlining and approvals, and reviewed their drafts before they reached legal.

Contract Manager Jun 2017 - Feb 2020

- Managed a portfolio of 120 supplier agreements, resolving disputes on delivery and pricing through documented negotiation.
- Drafted change orders and amendments with project teams, keeping scope changes priced and approved before work began.
- Reported monthly on contract value, risk exposure, and open obligations to the business unit finance lead.
- Led a template review with legal counsel that standardised indemnity and limitation language across 15 agreement types.

Contract Administrator Aug 2013 - May 2017
Fluor Corporation, Greenville, SC

- Administered subcontracts for large industrial construction projects, tracking notices, claims, and payment milestones.
- Prepared bid and award documentation for 60 subcontract packages in line with company approval thresholds.
- Reviewed subcontractor invoices against contract terms and flagged about $1.2M of items needing correction.
- Maintained the contract file and audit trail so internal and client audits found no documentation gaps.
- Supported negotiations on two claim settlements by assembling dated records and cost evidence for senior managers.

CORE SKILLS

Contract lifecycle management | Negotiation | Redlining | Commercial terms | Risk allocation | Supplier agreements | Change orders | Claims support | Renewal management | Obligation tracking | Clause libraries | Stakeholder management | Ironclad | Salesforce | Excel

EDUCATION

B.S. in Business Management, Clemson University, Clemson, SC

CERTIFICATIONS

Certified Commercial Contracts Manager (CCCM) | Certified Federal Contracts Manager (CFCM) | Project Management Professional (PMP)