

Job description

Role title	Senior Commercial Analyst
Reporting to	Reporting to Group Finance Director

Purpose of the role

Objectives
<ul style="list-style-type: none"> • The role will be primarily responsible for providing commercial bid support to the Asterol and specific bids as required from time to time, leading negotiations with the Asterol's major customers and suppliers. • Supporting the Bid Directors on new bids as well as extensions on existing bids and working with the Commercial Managers to ensure contract terms reflect model pricing terms. Certain amount of contract review (in conjunction with other more senior commercial personnel) is essential to understand payment mechanism and other risks in the contract that need to be reflected in the pricing model. • Liaising with members of Asterol team to gather requirements to provide risk analysis to examine the feasibility and commercial integrity of proposed contracts • The position requires that the candidate be able to thrive within a customer-focused multi-disciplinary team including strong presentation skills to ensure that the commercial structure of the Asterol offering is clear to all parties. • Flexible working both in terms of location and hours is essential due to nature of bidding work with visits for external meetings, and may overnight stays during the bid phase. • Responsible for creating complex pricing/cost models from basic inputs (through interrogating/ discussions with operational and business development teams) through to pricing including profit and loss, cash flow and balance sheets. The person will be required to have detailed discussions with operational delivery staff in order to understand the solution so as to logically model through to a price. • Responsible for analysing, updating and developing complex models that can translate operational solutions into financial reports for bidding for contracts. • Provide comprehensive logical analysis and present results in a meaningful format so as to guide the business in the important decision making process. • Liaising with various business heads to gather requirements to provide risk analysis to examine the feasibility and commercial integrity of proposed contracts. • To be able to work in a virtual team environment with bid teams that is formed for projects. • To manage a commercial modeller and future resourcing as required • To ensure model review process and consistent modelling policy is created

Key accountabilities
<ul style="list-style-type: none"> • Must be excel proficient and comfortable around spreadsheet creation, manipulation (and any other modelling tools) • Strong communication skills, both written and oral; • Disciplined and analytical approach • Excellent communication and interpersonal skills with an ability to interact at all levels • Works in a structured and methodical manner, deadline oriented • Continually seeks improved and more efficient methods of working • Pro-active self starter • Good team player • Analytical mindset • Works well in a pressured environment • Confident and personable nature • Ability to build relationships with internal and external customers

Capability profile

Qualifications	Essential	Desirable
Must be excel proficient	✓	
Part qualified/qualified (CIMA/ACA)	✓	
Undergraduate qualification should be with a maths based element (including engineering, computer science)	✓	
Ability to develop and analyse complex pricing models.	✓	

Experience	Essential	Desirable
Bid experience is a major plus	✓	
Finance and general business experience would be beneficial.	✓	
An understanding of financing capital items	✓	

Mobility requirements

Role location	Office based and external client location as required
UK travel	Travel for external meetings required, which may require stays away.

Other

CRB disclosure	Yes	No
CRB disclosure required?	✓	

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