

POSITION INFORMATION SHEET (Non Collective)

Position Title	Commercial and Marketing Manager
Title of Supervisor	Commercial & Sales Director
Title of next level Supervisor	N/A
Location	President Way Works / Global Travel

Job Summary

- A member of the Special Melted Products Management team, responsible for the Commercial & Marketing function. Interacting with sales and manufacturing to ensure the Company has the right mix of products and margin to maximise return. To lead and drive the Sales team members to drive Business growth. Ensuring all marketing activity is maximised.

Primary Duties and Responsibilities

- Help build the Commercial strategies to support the manufacturing execution of new business opportunities in key product/process areas in partnership with the functional teams.
- Continually promote the Organisation's capabilities and profile in the Aerospace, Energy and Nuclear sectors.
- Ensure that financial objectives are adhered to within quotations for New Business Opportunities.
- Develop the Commercial teams skill sets to fulfil the Organisation's strategic vision and goals within balance of their individual aspirations.
- Ensure effective coordination of the team to meet Company objectives (profitable growth & cash generative).
- Ensure all customer requirements are dealt with on time and all SLA's are adhered to through interactions with the manufacturing leadership team.
- Ensure a high level of communication is maintained with all our customers (directly or indirectly).
- Through the team manage all aspects of commercial, sales and marketing responsibilities (general administration of all databases, price variation authorisation, recovery of outstanding monies jointly with Finance, terms and conditions, etc.).
- Continually establish new contacts within the targeted customers/products/processes areas and promote the capabilities of the Organisation in those areas (ie customer visits, presentations).
- Review and validate all commercial contractual documents between the customer(s) and the Company (in partnership with the Commercial & Sales Director).
- Monitor market dynamics, including customer and competitor developments.

Skills Experience and Qualification

- Degree, or equivalent, in a relevant Business / Technical discipline
- Proven experience in selling in the Aerospace, Energy and Nuclear segments
- Demonstrable leadership experience in Commercial sales and/or marketing
- Evidence of successful sales experience on industry related products
- A highly motivated "self-starter" who is goal oriented
- Ability and willingness to travel (UK and abroad)
- Excellent interpersonal, communication, presentation, and facilitation skills
- Advanced level Excel, Word and PowerPoint skills essential
- Proven ability to effectively influence and navigate the organisations irrespective of reporting lines demonstrating organisational agility
- Experience in managing and delivering small and large scale change successfully.
- Financial and analytical aptitude, budgeting and forecasting experience
- Proven leadership and people management skills
- General management business acumen, including management experience within a high performing leading world class manufacturing environment.

Qualities & Attributes

- Ability to lead a team and share knowledge, business strategy and vision
- Ability to manage across functions, influencing others to drive departmental business plan deliverables
- Demonstrates a proactive and motivated attitude to achieve results