

# United Kingdom Jobs Expertini®

## Commercial Manager

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Company: Arqiva

Location: United Kingdom

Category: other-general

**Salary / Package:**Up to £64,500 DOE

**Location:**Winchester / London. Arqiva offer a flexible working model whereby visits to the office are more meeting dependent as opposed to set days on site.

### **Accountabilities:**

Responsible for all elements of the commercial process for aligned commercial segments including UK broadcasters, Digital Platforms, Radio and Global Media, with Total Contract Values ranging from £100K to £30m.

Responsible for delivering high quality customer bids, RFP responses & priced offers and customer contracts.

Liaise closely with sales, finance, product, pre-sales, technology, legal & operations to ensure proposals meet bid requirements, RFP qualification criteria and are accurate in content.

Act as 'critical friend' in priced offers, ensuring commercial offers are accurate and error free.

Ensure bids & offers are submitted in a time bound manner.

Act as a liaison between the commercial organisation and finance to ensure all governance gateways are met.

### **Essential Requirements:**

Ability to work with numerical data & commercial models, demonstrating a high level of

accuracy.

Solid experience of bid or commercial management dealing with priced offers & bids from TCV £100k-30m.

Comfortable with dealing with high volume of content & data, organised and demonstrable experience of delivering high quality output.

Strong stakeholder management skills, to work across a variety of cross functional stakeholders.

Commercially astute with the ability to assess the financial and business impact of decisions and exercise sound judgement

### **Desirable requirements:**

Experience in a Broadcast Technology, B2B Telecom, technology products or services company highly desirable.

### **Who we are**

Arqiva is at the heart of the broadcast and utilities sector in the UK and beyond.

Through our infrastructure we ensure media and data is taken from, and delivered to where it is most valued, whether that's from broadcasters to your TV screen or radio, or from your smart meter to the utility company. Even if you haven't heard of us before, the chances are you're indirectly a customer of ours and our infrastructure is part of your everyday life!

We have a rich heritage and an exciting future ahead of us, and there's so much more to us that we can't wait to share with you.

### **What do you need to be the best version of you...**

We have worked closely with our colleagues during the past 18 months to create Work. Life. Smarter. – our approach and commitment to a flexible and hybrid working culture for everyone. Our approach gives our colleagues empowerment and support to work in ways that enable them to thrive in their role. We are very much on a learning journey at Arqiva, but through a balance of in-person and remote working opportunities, we are encouraging our teams to work together to put in place what works best for them, ensuring that they're meeting individual, team and customer needs.

Our colleagues feel empowered by the opportunities available to them to ensure we all bring

our very best selves to work, wherever that may be, and we welcome the opportunity to talk to you about how Work. Life. Smarter. could work for the role you are interested in, as well as formal flexible working requests such as part-time or job shares.

#LI-KM1

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