

Assistant Commercial Manager



Job Description



About us

Onwave are a market leading managed connectivity services provider and Mobile Virtual Network Operator that offer leading-edge services and future-proof network technologies built around our own, fully durable, core network.

Working predominantly within the infrastructure, construction and engineering sectors both within the UK and overseas, where there is a requirement for access to high-speed networking. Onwave focus on delivering fast, reliable, resilient and secure solutions to blue chip customers using a wide array of backhaul technologies including Wireless, Fixed Line, Satellite and Mobile.

Onwave also deliver a range of in-house software and data solutions such as our OWL technology, this combination of solutions provides successful candidates with opportunities to gain knowledge and develop their skills within a business that encompasses both networking and technology.

About the role

The Assistant Commercial Manager will be joining a dynamic and ever-growing team that is fast-paced, and no day will be the same!

As Assistant Commercial Manager your role will be to manage the commercial relationship with both internal and external stakeholders including suppliers, customers and other Onwave departments. You will report to the Commercial Director and will be a key member of the Commercial team. Working as part of the team to ensure the commercial viability of products and services sold through the business in respect of profitability. You will work with the team to deliver all aspects of the commercial function with greater emphasis on Customer facing work including pricing and proposals. This will include tendering for new works and speaking to Customers to fully understand their full requirements which will give you the ability to put together a quotation. You will need to understand the procurement/contractual process from cradle to grave. You will also work closely with the finance team to ensure we are monitoring and improving commercial performance and managing debtors and creditors professionally.

To help you thrive in this job, Onwave will provide guidance, support and training as and when required.

Your main duties

Supporting the Commercial Director with day-to-day commercial aspects including:

- Contract reviews.
- Supporting business with quotes, prices and commercial support in line with the Commercial and Contract Procedure.
- Attendance as a commercial representative in customer and occasionally supplier meetings.
- Reviewing and managing the risk profile of suppliers and customers.
- Supporting the commercialisation of new products and services.
- Delivering commercial input for customer proposals and commercial opportunities (expansion, business development etc.)
- Developing and implementing commercial systems to support the company management systems.
- Work with the Sales and Business Development teams to support the acquisition of new customers.
- Working with Sales and Operations teams to produce commercial pricing for products and services and to take on board feedback and challenges from customers to ensure their commercial needs are being met.

- Review financial and non-financial reports to devise solutions or improvements in the buying of goods and services.
- Support the business in managing client relationships (new and existing).
- Collaborate with and coordinate the commercial aspects of the business across all teams (marketing, sales, operations, etc.)
- Help to manage supplier relationships and commercial negotiations including managing supplier commercial approvals and onboarding.
- Review commercial aspects of internal projects and investment.
- Monitor the performance of commercial activities using key metrics and prepare reports for the Commercial Manager.
- Assist in setting commercial business targets and develop and monitor budgets and performance.
- Managing the company's suppliers ensuring transparency and effectiveness of spending.

About you

- Minimum 5 years' experience working in a Commercial role.
- Good analytical skills and problem-solving ability.
- Good understanding of Contract Law and contractual principles.
- Degree Level Qualified preferred but may be replaced with suitable experience.
- Proven experience managing commercial relationships with Suppliers or Customers (setting up/ negotiating and or managing Contracts).
- Solid knowledge of performance reporting and financial/budgeting processes.
- Self-motivated with the ability to work with limited supervision.
- Strong Commercial Acumen with a willingness to learn.
- High level of attention to detail.
- Ability to interact with colleagues, clients and suppliers at all levels in a professional manner.
- Ability to work as part of a team and to collaborate on projects.
- Outstanding communication and interpersonal abilities.
- Analytical abilities and problem-solving skills.
- Valid Full UK driver's license.
- Experience in the Telecommunications and/or Construction sector an advantage.
- Professional Qualifications in Commercial Management/ or Legal an advantage.
- High level of competence in the use of excel or databases an advantage.
- BPSS check required.

If this sounds like you, let us know using the details below!