

## Commercial Manager



## Job Description



## About us

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Onwave UK is a leading provider of connectivity and managed service solutions, including Starlink satellite internet, 4G/5G, broadband, and hybrid networks. We partner with enterprise customers in the construction, engineering, and infrastructure sectors (across the UK and internationally) to deliver fast, reliable, and secure connectivity solutions.

Onwave also develops a range of in-house software and data solutions, such as our OWL geofence platform. This combination of advanced networking and technology offerings provides successful candidates with opportunities to broaden their skills in both networking and digital solutions.

## About the role

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**Location:** Kings Hill, Kent (with flexibility for UK travel)

**Reports to:** Commercial Director

We are seeking an experienced and results-driven Commercial Manager to drive growth, implement commercial strategy, and manage key enterprise client relationships. This high-impact role blends planning, business development, contract oversight, and operational execution to drive profitable growth in a fast-paced technology environment. You will have the opportunity to implement Onwave's commercial strategy and deliver innovative connectivity solutions to major clients.

Reporting to the Commercial Director, the Commercial Manager will oversee the day-to-day commercial function and ensure the financial viability and governance of our products and services. You will manage commercial relationships with internal and external stakeholders (customers, suppliers, and partners), implement robust contract management and pricing strategies. As a key member of the management team, you will collaborate across departments to align our offerings with client needs and business objectives.

## Your main duties

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### Commercial Implementation & Governance

- Help develop and implement commercial strategies in collaboration with the Commercial Director, including pricing for new products and services.
- Set and monitor budgets and costs for teams and projects, ensuring effective cost control and timely collection of cost data.
- Identify opportunities for cost savings and maximise the commercial value of new and existing products/services.
- Establish and enforce proper governance for contracts and commercial agreements, ensuring legal and regulatory compliance.
- Own Contract drafting and reviews, making sure commercial governance is adhered to.
- Own the pricing and profitability across all contracts and projects, monitoring performance metrics and preparing reports for the board as required.
- Evaluate the commercial viability of internal projects and investments, managing risk in large-scale connectivity deployments and long-term service agreements.

### Business Growth & Client Engagement

- Drive the commercial input for customer proposals, bids, and expansion opportunities to secure new business.
- Collaborate with Sales and Business Development teams to develop competitive proposals and pricing that win enterprise-level contracts.
- Support the acquisition of new customers and nurture relationships with existing clients, ensuring their

long-term satisfaction and growth.

- Gather feedback from clients and adjust commercial offerings to meet customer needs and market demand.
- Monitor market trends in connectivity and digital infrastructure to identify emerging opportunities and inform product/service development.
- Oversee tendering processes and negotiating terms for major enterprise and government contracts, ensuring mutually beneficial outcomes.

## Supplier & Partner Management

- Build and maintain strong relationships with key technology partners to ensure quality service and cost-effectiveness.
- Manage supplier selection, commercial due diligence, approvals, and onboarding processes in line with company standards.
- Complete commercial negotiations with suppliers, securing favourable terms and service level agreements.
- Continuously review supplier performance and spending to ensure transparency, value for money, and alignment with Onwave's strategic goals.

## Leadership & Collaboration

- Lead and mentor, and develop the commercial team, fostering a high-performance and customer-first culture.
- Promote cross-functional collaboration, working closely with Marketing, Sales, Operations, Technical, and Service Delivery teams to integrate commercial strategy across the business.
- Align customer solutions with operational capabilities by coordinating with technical and delivery teams, ensuring promises to clients are backed by deliverable solutions.
- Act as a key member of the management team, contributing to company decision-making.
- Champion a performance-driven environment and uphold Onwave's values of reliability, innovation, and customer service within the commercial function.

## About you

### Required Skills/Experience

- Bachelor's degree (or equivalent professional qualification) in business, engineering, or a related field is preferred.
- At least 5 years of experience in a commercial management role dealing with Business Customers.
- Proven track record of negotiating and securing enterprise-level contracts and partnerships.
- Excellent financial and commercial acumen.
- The ability to forecast, monitor in line with P&L, and to help drive business profitability.
- Experience in contract drafting and understanding of legal frameworks is highly desirable.
- Excellent teamwork and leadership skills with experience managing and motivating high-performing teams.
- Exceptional communication and stakeholder management abilities
- A collaborative approach to work effectively with cross-functional internal teams is essential.
- Comfortable engaging with enterprise clients and building relationships across all levels.
- Analytical problem-solving skills with keen attention to detail, able to interpret data and market trends to inform decisions.
- Excellent Excel and general Microsoft Office Suite Skills
- Ability to interpret technical information

## Desirable Skills/Experience

- Experience within the telecoms, connectivity, construction or technology services.
- Understanding of networks/ connectivity solutions and or related technologies (e.g. Starlink or other satellite communications, 4G/5G mobile networks, fibre broadband, SD-WAN, etc.).

**Other Requirements:** Full UK driving licence and the ability to pass a Baseline Personnel Security Standard (BPSS) background check.

## Why Join Us?

Joining Onwave means becoming part of a forward-thinking company where **learning, development, and technical excellence** are at the heart of everything we do.

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

## How to Apply

Please send your CV and links to any relevant work to our People and Culture Team at [careers@onwave.com](mailto:careers@onwave.com).  
look forward to hearing from you!