



Senior Commercial Manager

West Midlands

£-attractive

I am working with a professional hygiene company based in the West Midlands who are looking for an experienced Senior Commercial Manager to join their fast paced business. Reporting to the Board of Directors, you will be accountable for driving profitable and sustainable revenue within the Company, alongside company growth. The role would suit a highly motivated; team orientated and experienced Senior Commercial Manager preferably from within the hygiene consumables or waste industry. The ideal candidate will be people focused, driven and dedicated to improving and streamlining processes. As a key member of the senior team the successful candidate will play a pivotal role in developing influential relationships with a wide variety of commercial and key stakeholders across the business. The successful candidate will be an experienced, customer-focused leader with a collaborative style, a strong commercial acumen and someone who's not afraid to challenge the status quo. Some of your responsibilities will include but not be limited to; Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth; Monitor performance of commercial activities using key performance metrics and prepare reports for senior management; Together with other members of the Company leadership team, assist in leading the strategic direction of the Company; Predominantly responsible for the company's overall KPI performance commercially from a customer satisfaction perspective; Oversee and guide department managers; Oversee supply chains/purchasing strategy/purchasing IT infrastructure; Oversee the implementation of waste transfer site. In order to be considered you will have proven experience as Senior Commercial Manager or similar role; proven experience in operations and managing relationships with employees; In-depth understanding of business research methods and analysis; Solid knowledge of performance reporting and financial/budgeting processes; Commercial awareness partnered with a strategic mind-set; Excellent organisational and leadership skills; Outstanding communication and interpersonal abilities; Proven experience including understanding supply chains/purchasing strategy/purchasing desired; Previous experience of procurement within the waste / hygiene consumables sector is required. Suitable Senior Commercial Manager experience within a similar industry sector with a proven track record; Excellent financial acumen with an ability to analyse complex data and documentation with accuracy; Sound understanding of risk analysis/management; PC Literate with knowledge of MS applications e.g. Word, Excel; Financial and commercial reporting to board level.

For full details, please email a copy of your CV to rebecca@candovergreen.com quoting job ref: RB2606

