



National Commercial Manager

Starting salary – Competitive, up to £60K depending on knowledge, skills and experience + car/cash allowance.

Home based with regular travel to various sites.

Led by employers, Semta’s job is to transform the skills and productivity of the people who power our engineering and advanced manufacturing technologies sectors, enabling UK industry to compete on the global stage. We bring together employers and education to focus action on skills.

Purpose of the Role

This new role within the Commercial Department will be responsible in proactively identifying, driving and securing new business opportunities across the UK to increase both revenue and new customer acquisition across the Semta Group.

Reporting to the Head of Commercial this role will be responsible for leading a team with responsibility for proactively identifying, driving and securing new business opportunities across England and the devolved nations to increase both revenue and new customer acquisition across the Semta Group in line with budget expectations and in meeting regional requirements in the devolved nations.

Essential	Desirable
<p>Experience:</p> <ul style="list-style-type: none"> • Strong commercial understanding and acuity, with the ability to identify and deliver profitability; identify and seize opportunities for business benefit • Experience of working in and leading a business sales environment with proven evidence of setting and achieving sales targets • Sales/Marketing background with proven track record in delivering KPIs consistently over time • Demonstrable evidence of generating and delivering demand led initiatives with a successful outcome. • Excellent stakeholder relationship skills; adept at influencing, challenging and negotiating to gain the confidence of partner organisations and senior stakeholders, across organisational boundaries • Ability to think strategically working at senior level to inform business strategy and develop tactical delivery plans • Excellent leadership skills, with the ability to inspire and motivate people at all levels, with experience of building high performing sales teams with highly developed communication skills 	<ul style="list-style-type: none"> • Knowledge, understanding and experience of the skills infrastructure, government structures and initiatives in Education and employment • Demonstrable evidence of generating and delivering new products and services to meet client’s needs. • Experience of vocational education sector



<ul style="list-style-type: none">• Resilience and confidence to challenge, influence and enable senior leads – including strong negotiation skills, particularly around the conflict of project needs and functional operational priorities• Able to rapidly build and establish trusted networks to unblock challenges and, where necessary, resistance with strong problem solving capabilities• Knowledge of financial systems and P&L, including the monitoring of budgets, reporting and implementing/monitoring of key deliverables.• Excellent communication skills, both verbal and written, with experience of compiling and delivering presentations to a wide audience and delivering successful tenders/proposals <p>Skills (relevant professional qualifications/practical skills):</p> <p>Technical/role specific:</p> <ul style="list-style-type: none">• Degree level or equivalent• Contract and budget management• Leadership/management skills	
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For further details and an Application form please contact Susan Martin on email HR@Semta.org.uk, call our HR team on 01923 652387 or by post at Human Resources, Unit 2 The Orient Centre, Greycaine Road, Watford, Hertfordshire, WD24 7GP.

Closing date for applications will be 31st August 2017.

Semta is committed to Safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment.