

COMMERCIAL DIRECTOR

REPORTS TO: CEO

Summary: responsible for the day to day running of the commercial activities of the business, identifying new commercial opportunities and establishing long term profitable relationships with our key clients.

MAIN DUTIES AND RESPONSIBILITIES:

- ✦ Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth
- ✦ Conduct market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- ✦ Understand the requirements of existing customers to ensure their needs are being met
- ✦ Act to acquire new customers and manage client relationships (new and existing)
- ✦ Collaborate with and coordinate diverse teams (project, product, engineering.)
- ✦ Manage, build and maintain profitable partnerships with key stakeholders
- ✦ Monitor performance of commercial activities using key metrics and prepare reports for senior management
- ✦ Assist in setting financial targets and budget development and monitoring

COMMUNICATION, BEHAVIOURS AND TEAM WORK:

- ✦ Communicates comfortably with internal stakeholders and immediate team.
- ✦ Able to ask questions and seek solutions for client issues or problems.
- ✦ Openly shares views in a truthful and constructive way
- ✦ Actively listens to other people and uses their experience to understand, learn and grow.
- ✦ Takes ownership for seeing things through.
- ✦ Understands how their contributions affect the team, department and company
- ✦ Builds and maintains good relationships with their team department and across the company
- ✦ Ability to use sound judgement and Airbox procedures to fulfil their individual roles as part of a coherent, productive and inspired Airbox Team.
- ✦ Ability to operate within a procedural framework to empower people to ensure Airbox deliver as a team and collectively Airbox is stronger together than any one individual.

KNOWLEDGE AND EXPERIENCE REQUIRED:

- ✦ Proven experience as **commercial director** or other relevant role
- ✦ Proven experience in sales and/or marketing and managing relationships with key clients
- ✦ In-depth understanding of market research methods and analysis
- ✦ Solid knowledge of performance reporting and financial/budgeting processes
- ✦ Commercial awareness partnered with a strategic mindset

- ✦ Excellent organizational and leadership skills
- ✦ Outstanding communication and interpersonal abilities
- ✦ BSc/BA in business administration, finance or relevant field; MSc/MA is a plus