

Commercial Support Manager

Purpose

To manage, motivate and lead the Commercial Support team; responsibility for provision of financial and commercial support to Meteor and eircom Mobile's commercial teams; evaluation of commercial initiatives and proposals, subscriber and revenue analysis, and financial control of Meteor's capital expenditure.

Key Responsibilities

Provide high quality financial support to the Meteor and eircom Mobile commercial teams
Execute sophisticated quantitative analyses and advanced modelling that translates data into actionable insights
Commercial evaluation and analysis of all product and tariff proposals and initiatives (including performance of post-implementation reviews for key marketing and sales initiatives)
Provide multi-dimensional revenue and subscriber analysis to Sales and Marketing and senior management
Evaluate on an ongoing basis channel performance across a range of business metrics, such as gross adds, revenue, churn, payback and overall contribution/ profitability
Review and analyse key business drivers, trends, operating statistics and competitor performance
Ensure compliance with eircom and Meteor's capex governance process and ensure all capex proposals are commercially evaluated prior to approval by parent company
Internal control and capital spend variance reporting to budget holders and senior management.
Provide detailed reporting of approved capex, committed capex, booked capex and cash payments to capex creditors
Participate in cross-functional business projects and analysis
Support the Head of Commercial Finance and other senior management staff in understanding the key business drivers of the company.

Profile

Full management responsibility for the Commercial Support team (of 7 professionals); includes people management, motivation and career development of the team, planning for future needs of the commercial support team.
Must be extremely well organised, analytical and capable of handling multiple ad hoc requests for information simultaneously.
Must also have an understanding of how the telecommunications industry impacts on the organisation.
Strong influencing and interpersonal skills
Excellent presentation skills and ability to communicate effectively with all levels of the organisation, including senior management

Knowledge, Skills and Abilities

Comprehensive knowledge of accounting processes and accounting systems
Demonstrated ability to work in a fast-paced, stressful environment and meet tight deadlines
Excellent analytical, organizational and project management skills

Ability to work independently
Detail oriented, pro-active and self motivated with excellent follow through on assignments and projects
Demonstrated managerial and leadership skills
A strong team player
Strong written and oral communications skills
Proven decision-making abilities
Telecom / Hi-Tech experience preferred

Education, Certification or Training Qualifications

Fully qualified accountant
At least 5 years PQE in the ICT sector