



Commercial Lead

- Reporting to – Head of EV Development
- Location – Manchester
- Hours Per week – 37.5

Job Profile:

As the Commercial Lead, you are experienced and able to transact and get a deal done. The ideal candidate has a commercial or project management background and can resolve issues and problem solve working closely with our sales team, contractors and legal team.

You are accountable for taking many sites in our pipeline from Heads of Terms agreed to the construction phase managed by our Asset Delivery Team. This includes reviewing site viability from a technical and commercial perspective, supporting and negotiating the legal agreements between Be.EV and landowner, instructing contractors to undertake designs and provide costs, getting sites approved through the various governance gates (internal and with investors).

You need to be able to work with key stakeholders such as Land Agents, Contractors, Design teams and be comfortable communicating to senior management, board of directors and investors.

You need high attention to detail to be able to prepare approval papers, negotiate commercials with landowners, liaise with in-house and external legal advisors and progress deals at pace.

You will need drive, enthusiasm and determination to meet targets and the ability to get results from the wider team and stakeholders as required.

Key Responsibilities:

Site Development:

- Overall accountability for progressing sites from agreed Heads of Terms through to Ready to Construct (RTC) working in collaboration with Business Development team, Land Agents and supply chain partners.
- Accountable for progressing sites within agreed Key Performance Indicators (KPI's) timeframes.
- Ensure site opportunities are efficiently and effectively managed through the pipeline.
- Ensure the sales leads hold themselves accountable and drive the site opportunity to achieve targets.
- Liaise with Senior Solutions Specialist, Supply Chain Partners and Asset Delivery Team to ensure the site solution is viable and meets the criteria of a Be.EV site.
- Responsible for ensuring a site achieves drawdown and handover to the Asset Delivery Team.

Commercial Negotiation and Progression of Legal Documents:

- Working with our sales team and legal team to negotiate and agree the required legal documents for each site.
- Unblocking any issues and escalating with senior stakeholders as necessary.
- Ensuring progress is being made and that all relevant parties are responding and progressing documents in a timely fashion.
- Reporting on progress against Service Level Agreements (SLA's).

Technical Progression:

- Managing and holding Contractors to account for progression of all Power applications, feasibility studies, designs and planning permissions.
- Assessing budget and formal costs from contractors and working with the finance team to assess the financial viability of sites against agreed processes.

CRM Management:

- Ensure the Customer Relationship Management (CRM) software is accurate and updated at all times.
- Adhere to the agreed process for site development and work collaboratively with the business development team ensuring that data is 100% accurate and up-to-date.

Managing Governance Requirements:

- Prepare, organise and maintain site documentation for internal sign off.
- Prepare, organise and maintain paperwork for investors to allow sites to be funded at delivery stage.
- Work with senior management and investors to amend and update governance processes as appropriate.

Team Support:

- Provide general guidance and leadership to the wider business.
- Support company initiatives around driving a customer focused business and increased utilisation of the network.
- Support the growth of the business and foster a positive work culture in line with the company's vision and ambition.

Stakeholder Communication:

- Liaise with other departments like legal, asset delivery, and marketing to ensure sales efforts are aligned with overall company goals.
- Build and nurture relationships with external partners, vendors and regulatory bodies.
- Positioning the company as a leader in EV infrastructure site development.
- Represent the company in industry forums, seminars and conferences, sharing insights and learning from peers.

Knowledge Sharing:

- Mentoring and development to the wider EV Development team to transfer expertise and knowledge as appropriate.
- Organise and lead workshops, training sessions, and other knowledge dissemination events.
- Monitor and coach junior members of the team.

Innovation and Continuous Improvement:

- Champion and pioneer new methods, tools, and technologies to enhance the efficiency and quality of site development processes.
- Advocate for the adoption of best practices and continuous improvement in site development.

Experience:

- Experienced in either commercial, project management or a role with accountability for securing a deal/transaction.
- Have past experience of managing multiple projects and achieving commercial focus and negotiation along with supply chain and internal staff management to achieve timely close of projects.
- Highly organised, focused on delivery but able to multitask with a number of sites and projects ongoing at once.
- Good at developing and forging strong relationships with all stakeholders at senior and junior levels.
- Experience of inspiring and leading a team to drive results.
- Able to work under pressure and work towards achieving targets.
- Ability to problem solve and escalate to senior management when required.
- Good IT skills and ability to work with Microsoft Office and Microsoft teams.

Task	Commercial Lead	Senior EV Development Specialist	EV Development Specialist	Head of EV Development	EV Development Improvement Manager	Senior Solutions Specialist	Business Development	Asset Delivery	Network Management	Customer & Marketing	Legal	Finance & Data	Product & Technology	HR & Other Central Functions	Management Team	CEO	COO	External Partners
Progression of sites from Heads of Terms agreed through to Ready to Construct (RTC)	A	R	R	C	I	C	C	I	I	C	C	I	I	I	I	I	I	C
Resolving issues/blocages and negotiating a commercial position in line with agreed parameters	A	R	R	C	I	C	C	I	I	C	C	I	I	I	I	I	I	C
Reporting on progress against service levels	R	C	C	I	A	I	I	I	I	I	I	I	I	I	I	I	I	I
Escalating issues with supply chain and senior management as appropriate	A	C	C	I	C	C	C	I	I	I	I	I	I	I	I	I	I	I
Instructing contractors and legal teams to undertake activities to progress sites to RTC	A	R	R	I	I	C	C	I	I	I	C	I	I	I	I	I	I	I
Management of contractors and external parties and holding them to account to deliver a pipeline of work within agreed SLA's	A	R	R	I	I	C	C	I	I	I	C	I	I	I	I	I	I	I
Engagement with external stakeholders such as Investors, clients and contractors	A	R	R	C	I	C	C	I	I	I	C	I	I	I	I	I	I	I

Ensuring sites meet the required governance thresholds to achieve RTC and the standards set by the business	A	R	R	C	I	C	C	I	I	I	C	I	I	I	I	I	I	I	
Provide guidance and leadership to the wider team and business	R	R	C	A	C	C	C	C	C	C	C	C	C	C	C	C	I	I	I
Work collaboratively across departments to achieve overall company goals	R	R	C	A	C	C	C	C	C	C	C	C	C	C	C	C	I	I	I
Mentoring and developing the wider EV Development team as appropriate	R	R	C	A	C	C	C	C	C	C	C	C	C	C	C	C	I	I	I
Champion and pioneer new methods, tools, and technologies to enhance the efficiency and quality of site development processes.	R	R	R	R	A	R	C	C	C	C	C	C	C	C	C	C	C	I	I
Ensure the CRM system is 100% accurate and up to date	A	R	R	R	R	R	R	I	I	I	C	I	I	I	I	I	I	I	I

R (Responsible): Person who performs an activity or does the work.

A (Accountable): Person who is ultimately accountable for the activity or decision. Only one Accountable person can be assigned to each task.

C (Consulted): Person whose input is required before the task can be completed and decision is made.

I (Informed): Person who needs to be informed after a decision or action is taken.