

## Job Description

**Job Title: Commercial Finance Lead**

**Location: Home Based**

**Department: Commercial Finance**

**Position Reports To: Commercial Finance Manager**

### Company Overview

Gigaclear is a fast growing, game changing builder and provider of pure fibre broadband services to residential customers and businesses in England. We have an ambition to make a significant difference to the broadband landscape in rural England and improve our customers lives through the provision of world class broadband services.

### Purpose of the job

The Commercial Finance Lead will be responsible for governance and reporting across all government funded broadband infrastructure projects within their respective area. They will support project teams with analysis of financial performance against budgets, and delivery against contractual commitments including reporting.

### Key Accountability & Responsibilities

- Work with Finance, Operations, Sales, and Marketing on evaluating and presenting business proposals
- Prepare financial models that can show the impact of pricing decisions, new product launches, changes in suppliers, and other key business decisions that require evaluation
- Support the annual budgeting and quarterly forecasting processes by providing forecasts on the delivery of key projects
- Build and maintain relationships with civil servants and local authorities (councils) for the delivery of full-fibre broadband infrastructure
- Put in place and maintain a contract review process for government funded contracts
- Take ownership for all grant claims and reporting on government funded contracts
- Evaluate the impact of changes to projects and provide support on drafting change requests
- Ensure we understand and can deliver on all contractual obligations
- Take responsibility for all compliance and reporting related to all sources of funding e.g. covenant compliance, draw-down tests etc.
- Review supplier agreements, identify opportunities to improve terms and conditions along with supporting on rate reviews
- Own and manage the risk registers for the business in relation to contracts
- Provide analysis and graphical representations of business performance on contracts and projects
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- Support all current and future bidding activity by collaborating with business development and operations teams
- Provide financial modelling support to the business in support of key commercial and investment decisions

## **Knowledge & Skills**

- Strong business / commercial awareness
- Experience of business partnering project teams on delivery of large-scale infrastructure/construction projects
- Strong experience of financial and investment analysis – IRR, NPV, Payback etc.
- Clear evidence of contract management including meeting contractual reporting obligations, writing change requests, and performing change impact assessments
- Demonstrated experience supporting the business in preparing investment appraisals, business cases and other ad-hoc proposals
- Experience of providing bid support e.g. financial modelling, reviewing contractual terms, supporting contract negotiations
- Outstanding financial modelling skills, with demonstrated ability to create iterative, flexible and scenario based financial and planning models
- Telecoms/Infrastructure (TMT) sector experience with a broadband focus
- Strong understanding of financial reporting and accounting
- Exceptional communication and presentation skills, with demonstrated ability to create clear and concise graphical presentations, white papers, research reports and written reports/documents to make recommendations for senior management, the board, or outside investors
- Highest standards of accuracy and precision; highly numerate and organised
- Strong relationship builder with a pragmatic approach
- Proven ability to manage projects from beginning to completion with a 'can-do' attitude and a proven ability to manage and meet all deadlines

## **Qualifications & Accreditations**

- Qualified accountant with experience in a commercial finance role
- Experience of contract management and project management
- Experience of business partnering non-finance teams

## **Personal Qualities:**

A commercially astute, and influential business partner who can manage, lead, and negotiate on contracts, as well as support the business to deliver on key projects and assignments.

Credibility, gravitas, attention to detail, confidence, and the ability to persuade will be paramount to the success in this role.

## Our Values

- We are effective and passionate in what we do
- We are speedy and responsive to colleagues and customers
- We are clear and open with all
- We deliver a transformational experience
- We are in a shared endeavour and will succeed together

*This job description is not intended to be exhaustive. The post holder will be expected to adopt a flexible attitude to the duties which may be varied (after discussion), subject to the needs of the business and in keeping with the general profile of the role.*