



Commercial Operations Manager

Employment Type:	Full-Time Regular
Required Experience:	5 Years
Department Name:	Sales
Reporting To:	Commercial Director
Working Location:	The Hague
Travel Required:	Yes

Role Description

The Commercial Operations Manager role is a pivotal part of commercial team in driving growth across the Global Sales team. The role provides accurate and timely commercial support during the entire sales cycle to ensure key corporate objectives are met. This individual must be ready for the challenges, responsibilities and rewards that come from with working in a high-energy, fast-paced environment.

Responsibilities

- Support of lead generation campaigns. This activity includes the management of 3rd party providers, follow up activity aligned with the sales function, evaluation of campaign effectiveness and reporting
- Management of customer proposals. Generation of compelling customer proposals involving cross-functional inputs. Preparation of internal business case approvals and presentation of opportunities to the O3b Management Team for non-standard proposals. Development of O3b systems for the automation of the proposal process
- Ownership of the win/loss process. Management of internal and external win/loss reviews. Production of customer win/loss reports. Co-ordination of cross functional feedback and recommendations for change. Reporting key metrics to the O3b Management Team
- Administration of the O3b CRM tool, Salesforce.com, ensuring the integrity of the data at all times. Implementing system changes and modifications. Reporting on lead, account and opportunity activity and production of sales KPI reports
- Management of Account and Strategic Account Plans. Working with the sales teams and cross-functional areas to produce the plans. Ensuring that the Plans are up to date with the latest commercial inputs. Provide input for Executive Account visits. Presentation of the Plans to the O3b Management Team

- Management of third party sales representation agreement. Identification and tracking of the relevant opportunities, ensuring regular updates from the third party sales team, co-ordination of sales and marketing activities, production and presentation of KPIs at regular inter-company management reviews, payment of commissions
 - Development of the Sales forecast and budget. Input and review with the Regional Sales VPs, Asset Management, Finance and Product Management. Analysing and challenging forecast assumptions. Identification, reporting and presentation of variance analysis at sales reviews
-

Required Competencies

- Minimum of 5 years' experience in a commercial environment
 - Strong business acumen and the ability to influence at all levels of the organisation
 - An attention for detail, including strong analytical skills
 - Demonstration of the ability to be a team player, take initiative and be flexible is essential;
 - An ability to organize, prioritize and handle multiple time-sensitive tasks in a demanding environment
 - A proactive, high-energy attitude.
 - Strong presentation, written and verbal communication skills in English. Additional languages are advantageous.
-

What we Offer

A unique, interesting, and challenging job in an entrepreneurial organization. A competitive salary & benefits package including performance-related bonus and stock option program.

How to Apply

If you are interested in joining our team please send your CV in Microsoft Word format to careers@o3bnetworks.com. Please put 'Commercial Operations Manager' in the subject line. In the body of the email tell us why you are qualified to become a part of our team and outline how you meet the application criteria above.

What Happens Next

Applications will be reviewed and those candidates whose experience and skills appropriately match the position needs will be contacted for an initial informal discussion. We will endeavour to reply to all candidates but if you have not heard from us within 14 days of applying, please assume that you have not been successful in this instance. Please do not let that stop you from applying to other roles you believe are suitable for you.