



JOB SPECIFICATION

JOB: Commercial Analyst
LOCATION: Leeds
SALARY: Competitive plus benefits

INTRODUCTION

Seven Technologies Group (7TG) is a successful and ambitious company built around an excellent engineering team involved in the design, development and manufacture of rugged electronics devices and software for use in Intelligence, Surveillance and Reconnaissance.

The Company has offices and design centres in Lisburn (N. Ireland), Leeds, and London and employs around 80 people. 7TG also has teams around the world supporting its clients to use its leading-edge technology. After a major reorganisation 7TG is now focused on growth and is building the strength of its teams with highly capable and motivated people.

We now have a requirement for a Commercial Analyst to join our Corporate Services Team.

THE PURPOSE

This is a brand-new role in a small corporate services team, working alongside the company's Commercial Manager to drive sales and help meet the business' ambitious growth plans. You will be responsible for providing key analytics to the senior management team, providing reports and insights that will inform the direction and decision making of the company. Our commercial function is a new but growing part of the wider corporate services team and you will have a real opportunity to influence how things are done.

The right person for this role will be someone with a degree* in a business, finance or legal discipline who is willing to broaden their skill set, challenge themselves and develop. The key requirements of the role are to analyse business information, write and present reports to the senior team, and manage standard legal documents such as confidentiality agreements. Along with this you will support the Commercial Manager to set up and manage bespoke agreements with international partners and ensure profitable pricing.

THE ROLE

Reporting to the company Commercial Manager, you will provide data analysis and reporting on the business' commercial performance (sales, product profitability, customer trends etc.) and assist in the negotiation and management of legal agreements.



The successful candidate will be responsible for:

Taking a leading role to:

- Analyse company sales data and provide insight reports to senior management team
- Oversee company pricing models and catalogue price lists, ensuring profitable business
- Put in place and track routine legal documents (e.g. non-disclosure agreements, equipment loans)
- Risk assess new contracts

Additional responsibilities include supporting the Commercial Manager to:

- Generate and present business cases for new product development
- Set up and manage global distributor agreements
- Negotiate non-standard contractual agreements with customers and suppliers

THE PERSON

The ideal candidate will have a degree (or pending degree) in a management, financial or legal discipline and be willing to learn new skills. Required skills include:

- Mathematical ability & analysis
- MS Office competency
- Good written and verbal communication
- Business experience (desirable)

SALARY AND BENEFITS

Excellent company benefits package including pension and life insurance policy.

HOW TO APPLY

To be considered please forward your CV to Joe Parkinson, Commercial Manager at info@7techgroup.com

All employment at Seven Technologies Group Ltd is subject to UK security clearance