



## **COMMERCIAL MANAGER**

Job grading / salary scale: 5 (£34,000–£39,000, per annum, pro rata)

Hours of work: 24 hours per week (flexible)

Reporting to: CEO

Home based with expectations of working from central Bristol office at least one dpw.

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Frank Water is an international development charity and wholly owned trading subsidiary, working domestically in the UK as well as overseas, with a vision of a future where everyone, everywhere has access to resilient water resources for generations to come.

Frank Water is now seeking to appoint a Commercial Manager to a permanent contract, joining a small, passionate team. Initially this role is offered part time with flexible working hours, with the scope to grow in line with revenue generation.

This role will report to the CEO and will work closely with the Head of Operations & Fundraising, the Communications Team, and the Corporate Partnerships Executive.

The purpose of the role is to develop and implement commercial services for Frank Water Enterprise in line with the organisational strategy and values. This role will build strong, long term commercial partnerships with businesses and customers.

You'll communicate the organisation's purpose and needs in a clear, consistent way to businesses through a variety of communication channels, finding shared values and ensuring they feel motivated to support Frank Water through their purchases and understand the impact of their support, feeding into the wider charity.

The successful candidate will be proactive, organised, and a great communicator with demonstrated commercial acumen. You will have B2B experience and be a self-starter, with a gift for quickly building strong working relationships across internal and external stakeholders. You will be willing to take full responsibility for Frank Water Enterprise's budgets and P&L.

It is essential you have a passion for our cause and a desire to develop an understanding of all aspects of our work.

### **Key Skills & Abilities**

- Commercial acumen with the ability to creatively develop opportunities
- A proven ability to network, build strong relationships and identify shared values with corporates
- Excellent written and verbal communication skills with a high degree of diplomacy, tact and confidence
- to plan and manage your workload



- Good attention to detail in every area of your work
- Demonstrable teamwork and organisational skills, with the ability to work on your own initiative and confidently manage varying workloads.
- Ability to develop strong relationships both internally and externally
- Willingness and ability to work within a small organisation with a small and part time staff team operating from an open-plan office environment.

### **Essential Experience & Requirements**

- Entrepreneurial with proven commercial experience and confidence negotiating contracts.
- Solid project management experience
- Experience recruiting and managing staff and volunteers, both in person and remotely.
- Experience of leading sales cycles, including new business acquisition and account management.
- Understanding of and responsibility for, commercial decision making and accounts - including P&L and balance sheet
- Accountability for logistical and administrative processes, and their improvement
- Flexible and willing to undertake occasional travel in the UK, when necessary

If you feel you have the interest and skills to successfully undertake this role, then we would love to hear from you.

To discuss the role, please call Katie on 0117 3294846 ext 212.

To apply, please forward a CV and covering letter outlining why you wish to be considered for this role, to [hr@frankwater.com](mailto:hr@frankwater.com). We will be interviewing as applications are received, and the closing date is 9am on Monday 14 November 2022.