



## **COMMERCIAL MANAGER**

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

Hours of work: 24.5 hours per week (flexible)

Reporting to: Head of Development

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

-----

Frank Water is an impact business, working through its registered charity (Frank Water Projects) and social enterprise (Frank Water CIC) towards a shared vision of a future where everyone, everywhere has access to resilient water resources for generations to come.

The mission of Frank Water CIC is to create value and impact by delivering products and services that change behaviour and the way that people understand and use water, to support more responsible consumption and management of water. Being wholly owned by the charity, 100% of Frank Water CIC profits are invested into the organisation's own charitable programmes, centred around SDG 6 and SDG 13, enabling those most in need to access clean, safe, sustainable water.

Frank Water is seeking to appoint a new 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 Head of Development and will work closely with the CEO, the Communications & Events Team, the Corporate Partnerships Manager and Finance & Admin Assistant.

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 who are committed to delivering social value through their purchasing choices.

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, as well as what it takes to make a values-based offering succeed.



### **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
- Strong organisational skills with the ability to plan your workload and effectively manage the sales pipeline.
- Sound financial understanding to oversee Frank Water CIC's budget and P&L and proactively feed into re-forecasting.
- Good attention to detail in every area of your work
- Demonstrable teamwork skills, with the ability to build strong relationships internally as well as confidence to work on your own initiative.
- 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 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 Sophie on 0117 3294846 ext 223.

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). The closing date is 9am on Monday 18 March 2024, but we will be interviewing as applications are received.