

# WE ARE HIRING

## Job Description – Commercial Director

Responsible to – **Richard Parker**



### Who we are...

We are proud to be one of the leading service providers in the country of Automatic doors, Aluminium doors & windows, and Industrial doors. We have grown significantly since we established in 1997, with a reputation for excellent products and customer service.

### Our Values At ADC

- A business where everyone is **valued**, **engaged**, and **supported** in what they do.
- Our team's **development** is cared for and we offer great **opportunities** to grow.
- Fantastic customer service and integrity, with **customer satisfaction** at our core.

A full-time Commercial Director required for an established manufacturing, installation and service company based in Bromborough, Wirral. This is an excellent opportunity with strong growth potential within our friendly and thriving Commercial Department. Join a successful and growing business full of innovative thinkers, team players and dedicated workers.

This is an exciting, new role for the business, and a great opportunity for the right candidate to shape the role and contribute to the growth of our company.

### Accountabilities

- Taking responsibility for all commercial activity across the business.
- Developing and implementing commercial strategies to achieve company goals and objectives in accelerating the growth of the business.
- Appraising the commercial environment to create detailed business plans on commercial opportunities in new markets and new products.
- Taking ownership for maximising cross selling opportunities across the business.
- Generating downstream sales from installation and servicing activities.
- Negotiating the best contract terms with existing and potential new customers.
- Developing pricing strategies to maximise quote conversion rates, whilst balancing corporate profitability, risk, and business strategy.
- Managing the activities of internal and external sales resources to achieve corporate growth targets.
- Actively identifying new target markets to support business growth strategies.
- Working closely with the Board to develop geographical growth strategies that balance return, resource requirements and risk.

- Identifying opportunities to develop and grow long term partnerships with facilities management companies.
- Maintaining and further developing an active presence at industry events to promote the business more widely.
- Maintaining effective support and collaboration between commercial activities and the rest of the organisation in particular marketing and operations.
- Create comprehensive pipeline reporting to enable robust forecasting.

To undertake any other duties requested by the Line Manager, which are consistent with the overall purpose of the post.

## Person Specification

The Commercial Director should have the ability to develop and maintain effective working relationships at all levels across the business. They should have excellent interpersonal and communication skills. They must have the ability to listen to the needs and requirements of various stakeholders and be able to effectively verbalise their own ideas. A successful Commercial Director will have various prerequisite skills and qualifications that typically include:

- Demonstratable experience of working at Board level.
- Strong commercial and strategic acumen.
- Strong leadership skills, with the ability to influence at all levels.
- Extensive experience of account management.
- Excellent organisational skills to balance and prioritise their workload and meet deadlines in support of business growth strategies.
- Knowledge of project management and risk management.
- Solid financial skills, including financial reporting abilities.
- Knowledge of legislation, regulations and industry trends.
- Strong strategic and negotiation skills to make sound commercial decisions.
- Excellent negotiation and influencing skills.

## What do we do?

We are proud to be one of the leading service providers in the country of Automatic doors, Aluminium doors & windows, and Industrial doors. We have grown significantly since we established in 1997, with a reputation for excellent products and customer service.

## Our Company Values

- A business where everyone is **valued, engaged, and supported** in what they do.
- Our team's **development** is at the forefront of our approach to business, and we offer great **opportunities** as we grow
- Fantastic customer service and integrity, with **customer satisfaction** at our core.

## What is it like to work at ADC Entrance Solutions?

We are proud of our family ethos here at ADC Entrance Solutions, where we truly make sure everyone is supported in their roles and engaged in the continuous improvement of the business. We're proud of

our team for making the most of every opportunity that comes their way. With a mix of long-time team members and some fresh faces, we're gearing up to build a bright future for ADC Entrances.

We have an array of benefits, including competitive salary, holiday increasing with service, recognition awards, progression, training, socialising, and pizza on the last Friday of every month!

## General

This job description provides the main accountabilities and purposes of the post at time of recruitment. This is not part of the contract of employment.

The above responsibilities should be read in conjunction with all contractual terms relevant to your employment, and any other non-contractual policies and procedures published by the company, which are regularly updated.

**INTERESTED?**

**APPLY TODAY**

**Email CV**