



Business Development Specialist (Commercial Specialist)

We are looking for a highly motivated and flexible self-starter to join our Business Development team. With highly demonstrable commercial acumen, you will be responsible for leading, developing and growing unique business opportunities for Ricoh Telford and Ricoh Company Ltd within the European marketplace. With strong negotiation and influencing skills, you will also be responsible for leading and monitoring performance across various commercial and account management activities.

About the Role

European Business Development - Identify and qualify opportunities for new products and services which will create unique value for Ricoh within the European marketplace. Independently prepare and present business plan proposals for any identified opportunities. Typically, this will range from research into opportunity, through business benefit validation, to negotiation of terms with stakeholders and deployment into our business processes. Develop and exploit a commercial network within Europe and be recognised as a commercial expert and a key driver of new opportunities.

Commercial Management - Independently take ownership and regularly monitor business performance to ensure the continued commercial validity of the business areas within scope. Make recommendations to senior stakeholders for improving commercial performance and lead the implementation of agreed improvements. Create regular business reports and represent the team, at senior levels, detailing current performance and future perspectives on all business areas in scope. Own the commercial and contractual relationship between RPL and any other organisation (Ricoh Family Group or external) which may include performance management and dispute resolution to ensure the contractual integrity of both Ricoh and its partners/customers.

Project Management - Lead project teams internally and externally to ensure the successful delivery, against metrics agreed within the business benefit validation process, to market the products and services within scope. Own the New Model/Business Introduction process and commercial relationships for all products and services within scope. Cultivate relationships and networks with relevant stakeholders including Ricoh Family Group, Sales & Operating companies within Europe, Ricoh Europe Headquarters, Ricoh Company Ltd and third-party organisations and partners.

About the Person

You will have excellent communication skills with an ability to network / build relationships. You will also have proven ability in negotiating, persuading and influencing at a high commercial level. You must be highly proactive and able to work with significant initiative. You must be resilient as the role involves managing and developing work in uncertain / volatile environments. You must demonstrate excellent project management skills and be highly flexible. The role will involve travel.

You will hold a degree or equivalent in business management, marketing, economics or similar. You must have a high degree of commercial capability. Experience of partner / customer account management is desirable.

What you can expect in return:

- Salary: £45,162 – £51,937
- Shift Pattern: Days – 37 Hours Per Week (8.15am – 5.00pm Mon – Thu and 8.15am – 12.15pm Fri)
- Holidays: 251 Hours Per Year
- 2x yearly bonuses, Private Medical Insurance, Income Protection and Executive Medical.