



## Commercial Graduate – Ricoh Printing Solutions Europe (RPSE)

Are you a dynamic, ambitious self-starter ready to make an impact in the world of business strategy? At RPSE, we are looking for two driven Commercial Graduates to join our fast-paced Business Strategy team, where you'll play a key role in shaping unique business opportunities across the European market.

In this role, you won't just support commercial management activities—you'll help drive real business growth within exciting industries by working on innovative projects, whilst gaining hands-on experience that will set you up for long-term success.

### **About the Role**

*Commercial Strategy & Development* – Construct business validation cases for Commercial Printing, Industrial Printing and Additive Manufacturing. Support the evaluation and validation of new opportunities against the business plan / strategy, making recommendations to relevant stakeholders whilst supporting the setting of pricing strategies, rules of engagement and business terms for new opportunities. Investigate opportunities, presenting business cases. Support with a go-to-market business plan engaging key stakeholders.

*Commercial Management* - Regularly monitor the business to ensure commercial performance of localised businesses are on track to meet commercial targets and objectives. Ensure timely recognition of commercial targets, maintain customer pricing files and keep systems up to date. Monitor profitability performance on a regular basis. Support the team to monitor contract end dates and proactively plan reviews / renewals.

*Project Management* – Represent the team on internal project teams to ensure the successful delivery, against metrics agreed within the business benefit validation process, to market the products and services within scope. Support as required on external projects for products and services within scope of the European Commercial Strategy.

*Stakeholder Management & Business Strategy Office Representative* – Support the Commercial Strategy team in cultivating relationships and networks.

The role will involve some UK and European travel.

### **About the Person**

You will be an excellent communicator with the ability to build strong relationships and expand your network. You will have a proven track record of working independently, using your initiative to drive results. Be highly motivated, flexible, and adaptable, with the ability to achieve results in fast-paced, evolving environments.

You will hold a degree or equivalent in business management, marketing, economics or similar.

### **What you can expect in return**

- Salary: £26,785 – £29,463
- Shift Pattern: Days – 37 Hours Per Week (8.15am – 5.00pm Mon – Thu and 8.15am – 12.15pm Fri)
- Holidays: 251 Hours Per Year

To apply, please submit a comprehensive CV to [kate.dovey@ricoh-rpl.com](mailto:kate.dovey@ricoh-rpl.com)