



# JOB VACANCY

## Commercial Manager

Job Title	Commercial Manager
Reporting to	Chief Operating Officer
Salary	£40,000 to £50,000 pa depending on experience
Location	Helston, Cornwall or Farnborough, Hampshire
Contract basis	Permanent Part time/Full time
Start date	As soon as possible
Closing date for applications	06 March 2020

### Job Summary

This is an exciting opportunity for a Commercial Manager to join our rapidly expanding satellite communications company. We are at a crucial stage of growth and require a confident, versatile and experienced manager to work proactively with our team here at Goonhilly.

We seek a motivated, adaptable and capable Commercial Manager who is will be keen to jump in and help colleagues wherever needed. We are looking for candidates who are good team players, willing to be flexible and partake in different areas of work, as required.

The successful candidate would take a proactive and creative approach to contribute to on-going projects.

We offer a competitive salary with potential to expand and with opportunities for training.

## Job Description

### Responsibilities

The role will include the following responsibilities:

- To identify opportunities to expand the business, including partnerships, mergers and new markets
- To work with senior management and project management teams to draft and review commercial contracts, bids and proposals
- To negotiate with customers to achieve the best possible commercial arrangement
- To draft and review documents from a legal/contracting perspective, for example non-disclosure agreements, satellite communications & data centre services contracts, supplier agreements, service level agreements.
- To work with the finance team to ensure financial implications of contract agreements are appropriate
- To work with the project management team to ensure that contractual obligations are met by both contracted and contracting parties
- Assess & mitigate business risks, ensure deadlines are met and be ready to adapt to new situations
- To maintain their own professional training to a required standard to complete agreed tasks through line manager
- To act as a positive, external ambassador for the company.

In addition to the above responsibilities, the jobholder is required to perform other reasonable duties as assigned by the supervisor/line manager from time to time.

## Person Specification

Desirable:

- Thorough knowledge of tendering portals and requirements
- Qualified to degree level in a related Business, Law or Engineering subject
- IACCM qualified
- Experience of working with Government contracts
- Experience working in the space or telecommunications sector

Essential:

- Experience in a contracts/commercial role
- Experience negotiating & drafting complex agreements
- Acute risk awareness
- A good understanding of technological concepts related to our (or similar) business
- Excellent interpersonal and negotiation skills
- Good organisational skills
- Ability to communicate clearly and accurately in both verbal and written form

## How to apply

Please send your CV and a letter of application describing your suitability for the role, demonstrating how you match the person specification via email to recruitment [at] goonhilly [dot] org (preferred), or to:

Nicola Griffiths-Lumb  
Goonhilly Earth Station Ltd  
Goonhilly Downs  
Helston  
TR12 6LQ

We aim to evaluate all applications as soon as possible after the closing date and will inform all applicants of the outcome. We reserve the right not to appoint, to change the specification based on applications received or to re-advertise. GES Ltd is an equal opportunities employer.

Employment is subject to pre-employment checks and agreement to our employment contract.

## About Goonhilly Earth Station Ltd

Goonhilly Earth Station Ltd (GES) acquired the world-famous Goonhilly Satellite Station in 2014. It is an independent, privately-owned SME providing a complete range of satellite communications services and growing an ever wider range of space and data related services.

GES clients include some of the largest global satellite operators. Working alongside ESA, GES is developing the world's first private Deep Space Communication system. GES also has close relationships with a wide range of leading universities including Oxford, Manchester, Leeds, Southampton, Durham, Herts to enhance UK capabilities in Radio Astronomy.

GES has been awarded Enterprise Zone status as part of the expanded Newquay Airport Aerohub Enterprise Zone.

The Goonhilly infrastructure includes 24/7 operations, diverse power, connecting a wide range of antennas.