



Head of Commercial Relations

£75k plus excellent benefits • Central London

In association with



BT Partner Management is the indirect sales division of BT Retail, responsible for serving over 1.2m customers in the small businesses segment. The division generates over £1.7bn in turnover and is an important high growth business for BT Retail.

This role is a highly exciting opportunity to drive the growth of BT Partner Management through development of its commissions and partnering strategy. This position will report to the Head of Finance, with significant external exposure to business partner MD's and internal senior management.

You will lead a team of 17 responsible for the overall strategy for commissions in both

the local business and indirect channels within partner management. Working with sales, product line, business development and finance, you will develop new schemes to drive sales in new product areas, as well as manage external relationships with the BT business partners ensuring insightful management information.

Confident and assured, you will have the presence to influence and work with senior management and engage senior external client relationships, developing strong links within BT Retail. You will have knowledge of the telecommunications sector or related complex businesses and have strong

analytical skills, outstanding commercial ability and financial capability. You must be able to motivate and develop teams to maintain a high performance culture of challenge and reward.

Please send your CV quoting reference FT/WSC/58 to our retained consultant William Scrimshaw at Finance Professionals.

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All CVs sent to BT will be forwarded to Finance Professionals.

Finance Professionals is a recruitment consultancy and part of Hydrogen Group.

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