

Head of Commercial Propositions (J)

Job purpose: The Head of Commercial propositions plays a key role in supporting the wider role of the Commercial team to set direction for commercial activity across the society and ensure commercial interests are being considered and targets met. Requiring a confident, entrepreneurial and resilient approach the role aims to strategically evaluate options for the Law Society to grow its income, save cost and adopt different commercial operating models which lead to successful income growth. The Commercial Propositions team will need to be built with a strong focus on delivery, efficiency, strategic agility, collaboration and commercial acumen.

Key Accountabilities:

- Act as 2IC to the OD, Commercial and Partnerships in the scoping, design and delivery of the commercial strategy for TLS.
- A confident, clear decision maker, able to provide brevity in the face of complexity and a new emphasis on delivery, the role requires gravitas and presence in all areas that impact out commercial success
- Provide clear rationale for strategic choices, at all times demonstrating a clear and indisputable link between activity and our core Member goals.
- Work to involve and communicate to all relevant stakeholders in the senior leadership and governance teams on matters concerning the TLS commercial strategy.
- Proactively manage and deliver member and market insight from a multitude of sources into the C&P team as an aid to strategic decision making
- Continually evaluate commercial activity and focus areas, setting up clear measurements to ensure our commercial resource is deployed effectively.
- Seek out and incubate new ideas which support the delivery of TLS' commercial objectives (income, cost to serve, margin) and take forward to where the TLS business is resourced and equipped to start delivery
- Take on, manage and propose direction of travel for the regular ad-hoc strategic projects that are identified as important issues within our membership, for example SIF, professional users access scheme etc.)
- Within the immediate team, manage effectively any strategically outsourced supplier arrangements associated with commercial income
- Develop and manage a pricing policy and strategy for TLS which balances member proposition with commercial viability.

Knowledge, skills and experience

Essential

- Experience within a strategy development function, able to demonstrate expertise in contemporary corporate strategy theory and methodologies
- Strong capability to create concise and clear strategy documentation in a variety of media
- Strong commercial and corporate financial acumen
- Ideally holds an MBA in corporate strategy or similar
- Decisive, confident decision maker
- Eye for detail balanced with a sharp capacity for brevity
- Able to converse effectively at all levels up to CXX and articulate complex principles with ease whilst pitching at the right level for the audience intended
- Demonstrable ability to distil complex requirements, debate and insight into clear recommendations for decision
- Experience dealing with complex, diverse and opinionated stakeholders
- Understanding of contemporary issues in equality, diversity and inclusion (EDI) and able to champion / integrate EDI into our business activity as a natural and seamless process
- Experience managing strategic supplier relationships and outsourced services
- Strong commercial contract management exposure, experience of tight and compliant contract management

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