



## Commercial Analyst

Full time, permanent, based at MediCity, Nottingham and home (50/50 split)

22/09/2021

### Job description

Your primary role will be to gather and present high quality business and market information to support strategic/financial planning and management decision making, working closely with the CEO and CFO. The role offers the successful candidate excellent career prospects and the opportunity to thrive in a fast growing, team-oriented business.

### Specific duties

- Conduct market research and analysis to identify and evaluate business opportunities.
- Assist in the gathering of market intelligence and insights through customer discovery interviews.
- Assist in the development of product value propositions based on unmet needs and customer priorities.
- Monitor competition and innovation trends in our target markets.
- Contribute to strategic, operational, and financial planning.
- Assist in the development of business, financial and operational performance indicators.
- Deliver high quality business, financial and operational information to support management.
- Support senior management in identifying potential investors.
- Assist in the creation and maintenance of accurate business data rooms for investment due diligence.
- Prepare monthly reports to management in a timely and accurate manner.
- Prepare submissions for regulatory bodies and insurance providers.
- Assist in preparation of annual budget and forecasts.
- Provide ad-hoc analysis for all functions as required by the business.
- Ad-hoc project work as required.
- Supporting colleagues in sales and marketing activities.
- Any other duties reasonably required by the company.

### Person specification

You will be a Qualified Accountant with some post-qualification experience in a relevant role, but we will also consider high calibre, newly qualified candidates.

A self-motivated, highly driven person with excellent business research, analysis, and presentation skills, you will also be well practiced in using relevant business databases and IT systems including Excel, be well organised and willing to go the extra mile to get tasks done on time.

### Essential requirements:

- Bachelor level degree in a relevant subject.
- Experience working with high volumes of data with the aptitude to understand complex information, and convey key points in a simple, clear and concise manner.
- Strong reporting skills with good attention to detail and the ability to get things right first time.
- Pro-active, inquisitive and able to quickly build rapport with colleagues and external contacts.
- Eligible to work permanently in the UK.
- Valid UK driving license.



Desirable requirements:

- MBA.
- At least 3 years' post qualification experience in a relevant role.
- Membership of a relevant professional body.
- Experience in the medical device industry.
- Experience of business/market research.

**Reporting and collaboration lines**

You will report to the CEO (line manager).

You will also work in collaboration with the senior management team, business development/marketing colleagues and external consultants, customers and collaborators.

**Primary location**

You will be based at Medicity, Building D6 Thane Road, Nottingham NG90 6BH. From time to time, you might also be required to work in other locations across the UK and overseas as the business develops. You will also be able to work from home when business requirements allow (on average about 50% of your working time).

**Specific training required**

Relevant training will be provided.