

Job Title:	Revenue Project Manager
Reporting to:	Operational Programme Manager
Objective of Role: (purpose of the job)	<p>The Revenue Project Manager will work with the Operational Programme Manager and Head of Product & Pricing to design and deliver our Pricing/Product strategies</p> <p>The Revenue Project Manager will lead major revenue growth initiatives and have a significant input into the development of our Product and Pricing strategies</p>
Key Responsibilities: (day-to-day tasks and duties)	<p>Delivering our revenue growth strategies</p> <ul style="list-style-type: none"> • Owning the plan for several growth initiatives • Leading cross functional teams required to deliver each revenue growth initiative (sales, customer support, marketing, development, finance) • Identifying and addressing potential road-blocks / major points of risk within the initiative plans <p>Designing pricing & product strategies, under the guidance of our Head of Product & Pricing</p> <ul style="list-style-type: none"> • Developing / Recommending solutions to meet key objectives of revenue growth initiatives, drawing on input from across the business functions <ul style="list-style-type: none"> ○ Product pricing ○ Sales & marketing story ○ Sales support (training, tools etc.) ○ Customer support (product training etc.) ○ Offer administration • Developing new revenue growth initiative plans <ul style="list-style-type: none"> ○ Initial mobilisation ○ Embedding within business as usual, to avoid future revenue leakage <p>Supporting the development of our new products</p> <ul style="list-style-type: none"> • Identifying unmet needs of customers • Developing the business case for potential new products
Requirements:	<ul style="list-style-type: none"> • Solid background in business strategy, product

Candidate Profile, knowledge, Skills & Experience	<p>management or another related area</p> <ul style="list-style-type: none"> • Self-starter • Excellent communication skills • Ability to work across the different functions of a business and build support for your initiatives • Strong analytical ability (Excel) • Excellent attention to detail • Strong desire to learn • Able to work to strict deadlines
Qualifications: Academic qualifications/training	<ul style="list-style-type: none"> • Degree educated or equivalent: <ul style="list-style-type: none"> ○ Minimum 2.1 degree • A-level maths preferred
Competencies:	<ul style="list-style-type: none"> • Good general business knowledge • Proven leadership ability