

You'll bring the talent. We'll provide the stage

The Tesco name comes with a tradition of customer service excellence, but Tesco Bank offers something more: a great British brand with a brand new approach to finance. Now, as our commercial team grows, we're creating the backbone of excellence our business needs to succeed – giving talented professionals the opportunity to make a wide-ranging and long-lasting impact in an organisation that's changing the face of banking.

The **B2B Commercial Manager** is responsible for managing the B2B business for the UK and ROI, working with external Suppliers and Tesco colleagues and being responsible for all sales, costs, benefits and risks involved in the running of such a program.

Responsibilities

- Managing the day to day B2B business across the key UK and ROI channels/ customers as well as Tesco Stores and Tesco Bank teams, working collaboratively with Account Managers and Colleagues to unlock new opportunities and develop the partnerships. Monitoring and managing all sales, costs, benefits and risks associated with running these programmes.
- Implementing and managing financial reporting systems that will be used to track B2B performance and present to internal stakeholders to support key B2B decisions.
- Managing all technical and product development for Tesco B2B, being fully up to speed with industry wide advancements and ensuring Tesco maintains a competitive edge in the B2B market through product innovations and delighting our customers.
- Managing the day to day B2B supplier relationships (SVM, SVS and Sykes) including weekly, monthly and quarterly meetings using approved Tesco Bank Supplier Management documentation and processes.
- Managing the B2B Operating Model, working with Tesco Bank and Tesco Store SME's ensuring all B2B processes are fit for purpose, fall within Tesco Bank's risk appetite and are documented.
- Delivering exceptional customer service and being the go to person for all day to day queries relating to B2B from Tesco Stores and Tesco Bank Colleagues and external Tesco B2B customers.
- Using customer analytics to improve processes and launching new products and services,

Skills and experience

- Strong communication skills, influencing
- Good MS Excel skills
- Data analysis and reporting
- Negotiation skills
- Ability to manage change
- Document writing and presentation skills
- Understanding of risk management
- Basic knowledge of pre-paid industry
- Working with external suppliers
- Ability to communicate across multiple work levels/job roles

A role with us will pose a wide range of exciting challenges – and will demand a wide range of abilities. But for professionals with commercial acumen and real drive, we'll also offer a wide range of rewards. Above all else, we'll give you the chance to grow your skills and build a career that moves from one success to the next. It's simple. As long as you have the talent, we'll help you shine. Visit our website to find out more and apply.