Job description

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| Post Details | Please insert the post details |
| Job title: | Commercial Innovation Lead (ASBV) |
| Department / Location: | Abellio Station Business Ventures (Commercial) - Central London |
| **Reports to:** | Head of Strategy and Business Development |
| **Main purpose job:** | Identify, develop and submit new station services and retail initiatives that deliver strategic growth across the Abellio UK rail estate and which enhance the customer experience |

1. Dimensions of role

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| Post dimensions | Insert dimension of role |
| Financial/budget accountabilities: | To deliver incremental revenue within budget as identified in each business case |
| Direct Reports: | Nil |
| Any other statistical data: | 800 stations  400m passenger journeys p.a. |

1. Key accountabilities/responsibilities

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| Number | Insert description for each of the general and role specific accountabilities and responsibilities required to be undertaken by the role, list any specific tasks/activities required to be undertaken. |
| **1** | Deliver services and retail channels as directed by the Head of Strategy and Business Development, targeting project that create incremental revenue across TOCs six figure annual uplift with each business case targeting convenience, concierge and services |
| **2** | Generate a pipeline of initiatives delivering at least two projects a year that generate incremental revenue of at least £100k a year |
| **3** | Work with the TOCs and other Abellio work stream leads to ensure projects are collaborative and connected |
| **4** | Develop project plans for each business case approved, ensuring work streams are delivered on time and to budget |

1. Contact with others

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| Post Details |  |
| Purpose, nature: | To foster relationships across TOCs and with new and existing organisations to create win-win alliances |
| Frequency: | Head of Strategy – daily  Retailers – as required  Executive / Board – as required |
| Means of contact: | Face-to-face  Phone  Email |

1. Key behavioural indicators

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| Abellio common behaviours |  |
| Genuine: | Honest, approachable |
| Professional: | Dedicated, flexible, astute, leader |
| Proactive: | Visionary, entrepreneurial, inquisitive, agile |
| Inclusive: | Team player, collaborative |

Person specification

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| **Person Specification** | **Essential** | **Desirable** |
| **Attainments:** education, qualifications & training requirements | Understanding of and ability to use Project Management techniques Highly competent in Word, Excel and Powerpoint | Experience in identifying and developing business improvement initiatives to business case  Working towards PM qualifications |
| **Abilities:** skills & aptitudes required | Forward thinker, planner, strategist innovator, entrepreneur, influencer, engaging, motivator, team player, continuous improvement mindset | Proven business case development within a retailing or services environment |
| **General intelligence:** experience & knowledge capabilities | Client-facing communication skills. Excellent written and verbal communication skills, confident | An understanding of business case writing skills and numerically astute |
| **Personal circumstances/wellbeing requirements:** e.g. travel, flexibility, health | Willing to travel, flexible and manage time effectively | Located within 50 miles of London |

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| **Job Holders Comments** | **Line Managers Comments** |
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| **Job holder’s signature and date:** | **Line manager’s signature and date:** |