**Global Centre of Rail Excellence (GCRE)**

GCRE is a special purpose vehicle being established by the Welsh Government in partnership with Celtic Energy, Powys County Council and Neath and Port Talbot County Borough Council. UK Government, via BEIS, are also making a substantial initial financial contribution. GCRE and Transport for Wales also work closely together.

The GCRE company will be responsible for attracting public/private funding to deliver ambitious plans to build a unique rail test and innovation environment in South Wales’s industrial heartland. GCRE will be a purpose-built, modern facility with the potential to transform the railway industry in the UK, make a significant socio-economic impact in Wales, and contribute to the UK Government’s re-balancing agenda by delivering much-needed investment to a deprived area and stimulate the UK’s research, development and innovation capabilities.

GCRE is a fast-growing start-up with a strong strategic vision and ambitious objectives.

We are looking for a **Chief Commercial Officer** (CCO) to support the existing executive management team in strategic decision-making, achieving our ambitious growth targets, engaging with our key accounts and stakeholders, and deputising for the Chief Executive Officer (CEO) as needed.

A highly motivated individual with a proven track record in management at a senior level, you will be the senior commercial and client relationship officer of the GCRE company, reporting directly to the CEO. The CCO will be responsible for achieving and exceeding the revenues necessary for the financial success, and therefore sustainability, of the GCRE company.

The CCO will be responsible for helping GCRE to establish itself, define and then achieve its commercial goals. This is an executive director position responsible for the commercial strategy and development of the business through branding, marketing, sales, product development, customer service and wider engagement activities to drive brand values, business growth, existing/ new commercial pipelines and market share. You will take ownership of all customer relationships making sure that all functions of the organisation are aligned to meet the strategic commercial objectives, including ensuring that the needs of customers are embedded in the design and operation of GCRE.

The role will evolve with the needs of the business, and the remit will span the breadth of the business. The ideal candidate will bring experience of growing entrepreneurial businesses and be keen to be involved in developing new revenue streams.

This is an excellent opportunity to work in a dynamic community of rail/transport industry operators, owners, researchers, innovators and funders, and partner with talented people across the globe.

The role will be perfect for someone who is passionate in this area and looking to take on an autonomous role where they can create, implement, and deliver on a commercial strategy.

You will also contribute to the wider business strategy to ensure achievement of GCRE’s financial and operational targets and expected to drive forward necessary change.

**Qualifications:**

Degree in business, management, logistics or a related field; 10+ years of senior management experience; UK railway knowledge desirable; excellent analytical skills; leadership skills; management experience; integrity; honesty; exceptional communication skills, both written and verbal; superior attention to detail; organisational skills; planning skills; problem-solving skills; research skills; critical thinking skills; computer skills; strong relationship management; multi-tasking skills.