COMMERCIAL MANAGER

Applicants should have at least 5 years of recent, relevant experience in an Internet, IT, telecoms or digital role. You will be interested in technology and interested in working with clients.

Your job is centred on developing Tibus’ revenues and EBITDA performance. Your tools are our salespeople, our website, our digital channels and your ability to understand what our clients need. You will have access to an award-winning team in Zesty - our sister company and the leader in website design & development in Ireland. You will also enjoy deep support from Web Bureau our other siter company, leaders in digital marketing. You will report directly to the MD.

You will want to rapidly analyse the competitor offerings in Tibus’ market. You will figure out how Tibus can compete and win in that space by developing new products, with our in-house engineering team. You will market those products through a website that you will specify and then deliver through Zesty.

You will want to talk to and meet with major customers directly and you will bring them ideas in order to develop our revenues with those customers. You will be obsessed with revenue assurance across Tibus, ensuring every commercial opportunity is maximized, whilst delivering exceptional customer service experience for our valued clients. You will be competitive and professionally proud.

You will enjoy working in a team environment. You will know how to get the best from your peers in Tibus and your colleagues across the wider business. Forming teams and strong working relationships will come naturally to you.

You might be keen to work-from-home primarily and that is okay by us. But you will know that you are expected to be in our Belfast office as often as is needed to support your colleagues. You’ll be interested in occasional travel to client meetings or other events across the UK & Ireland.

You want to take the next step in your career into a senior management role, working for a small but hard working Internet Service Provider. You’ll want to be part of a wider group, one of the world’s leading media companies. You’re ambitious. You’re for us. And we’re for you.