**Commercial Innovation Analyst**

**£40,000**

Waltham Forest Services Ltd (WFS) is looking for a curious, creative person with an excellent track record in financial analysis and taking new ideas from proof of concept to market in a commercial environment.

This is a new post created to enable WFS to support Waltham Forest Council identify commercial opportunities, generate income and ensure value for money and maximum efficiency for the Council and its residents. The successful applicant will work on a range of projects commissioned by the Council: responding to briefs, developing proposals, researching ideas, testing and piloting these. A key part of the role is creating business cases for investment and developing financial models.

You will carry out service, financial and customer analysis and articulate the results to compile compelling options to enable our senior managers to make investment decisions. You will have demonstrable skills in financial analysis and modelling, including income projections, sensitivity and scenario analysis. You will be able to demonstrate the value of your work in cashable terms.

You will be part of the Commercial & Innovation team, working alongside the Business & Innovation Development Manager. These are complementary roles, with shared responsibilities and we seek applicants who are willing and able to work collaboratively in order to achieve results.

**Responsibilities**

* Receive briefs from senior managers and develop these into costed proposals.
* Carry out in depth analysis of identified business areas, identifying opportunities for income generation and developing potential models for these.
* Business case development.
* Plan and co-ordinate idea development, from proof of concept to market.
* Evaluate each stage of idea development and make recommendations on next steps.
* Undertake market research to enable effective planning of routes to market for new products and services developed.
* Regular reporting on project status to Head of Commercial Innovation, senior managers and internal customers.
* Keep abreast of innovation and best practice across relevant sectors.

**Attributes**

* Curiosity: a genuine interest in what’s happening in the big and small picture and how learning from these can be applied beneficially to your work.
* Attention to detail: a flair and enthusiasm for analysing, interpreting and modelling complex financial data.
* Ability to collaborate effectively with a range of colleagues, senior managers and external partners.

**Skills and experience – please ensure your application details how you meet these**

**Essential:**

* Proven track record in analysing, interpreting and presenting financial data and financial modelling and confident use of Excel to undertake this.
* Sound understanding of return on investment and how to articulate this in project specific terms.
* Excellent written and oral communication, able to adapt register to audience and present complex information concisely and persuasively.
* Understanding of accounting principles in relation to the role (you do not need to be a qualified accountant).

**Desirable:**

* Ability to take a brief and develop it into a costed proposal which meets the customer’s requirements and covers costs of work proposed.
* Effective risk management and evaluation: knowing when to forge ahead and when to stop.
* A track record in idea development, from proof of concept to market.
* Experience in pipeline development and management.
* Excellent organisational and project management skills and a track record of starting projects from scratch and taking through to conclusion.
* Effective use of ICT
* Understanding service design process and innovation

**Applications**

**Please complete the application including a personal statement outlining how you meet the skills and experience listed**, by 23:55 on Wednesday 27 January 2021. **Please note that applications which do not include a personal statement will not be considered.**

Interviews will take place via video link week commencing 8 February. Shortlisted candidates will receive a written invitation to interview.