

Role Profile

Role Title	Commercial Development Manager
Role (Job) ID	NPSTS27
Directorate	Standards and Strategy
Reports to	Head of Commercial
Role type	<input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Fixed Term <input type="checkbox"/> Secondment <input type="checkbox"/> Contract
Line Manager responsibilities (Yes/No)	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Level	[to be completed by HR following job evaluation]
Location	2 Thomas More Street, London. Reasonable travel.
Organisational Context	<p>Pay.UK is the UK's leading retail payment authority, developing best in class infrastructure, standards and payment operations for the benefit of UK citizens everywhere. Our business enables a vibrant UK economy by ensuring greater access to payments, driving competition for end user needs such as better service, lower risk and greater value from payments. Every day, people and businesses use our services to get their salaries, pay their bills and make online and mobile banking payments. the UK relies on for its banking are safe, open, innovative and resilient.</p> <p>We are currently unifying all of the retail payment operations and talent into a single co-ordinated organisation with a primary focus on positive outcomes for end users. From this basis we will modernise the UK's retail payments infrastructure, develop new overlay services and build a world-leading payments platform which is fit for the future. We have a once in a generation opportunity to transform payments for the benefit of people everywhere.</p> <p>Our vision for the future is to enable a vibrant UK economy with Pay.UK as the leading payment authority in the UK, delivering the best in class payment infrastructure and standards in the UK for the benefit of people everywhere.</p>

This document is intended to describe Pay.UK's current thinking as to its subject matter. Please note in particular that the information contained in it is subject to change as new information comes to light and ideas are developed – without limitation, this may involve new or amended principles or the addition of detail; consistent with the above, it is issued for discussion purposes only and does not reflect any firm or final decision; to the extent that any decision is taken in relation to the subject-matter of this document, it will be communicated in accordance with Pay.UK's policies and regulatory requirements but note that by subsequent decision, it may be amended; it does not give rise to any legal rights or obligations.

	<p><u>Directorate:</u></p> <p>Actively engage with the wider payments ecosystem to take to market Pay.UK services. Develop and apply a commercial approach to marketing and providing Pay.UK’s services and propositions to the market. Support the development of end-to-end service propositions that can be delivered by the market and considers all stakeholder needs.</p> <p>Foster innovative development through the provision of collaboration environments. Manage the ecosystem innovation strategy and policies to foster a community who collaborate and drive innovative ideas and solutions for payment ecosystem. Manage the development of strategic insight and research to support the payment ecosystem end to end.</p> <p>Own, monitor and actively manage the end to end payments ecosystem and drive the strategic objectives of the market while considering requirements and impacts across all stakeholders in the end-to-end value chain.</p> <p>Design and manage Pay.UK enterprise architecture for each component owned and/or actively managed by Pay.UK including its integration with the NPA. Manage design changes across Pay.UK.</p>		
Summary of Role	<p>Develop and validate financial business cases for significant strategic change and innovation initiatives including assessment of the most appropriate funding mechanism per initiative.</p> <p>Ensure that the business cases for new propositions, either through innovation opportunities or market demand, are defined.</p>		
Commitment and time period	<input checked="" type="checkbox"/> Full time <input type="checkbox"/> Part time	100	FTE (%)
Internal & External Interactions	<p>Time period: -</p> <ul style="list-style-type: none"> • Regulators • Councils • Participants • Providers • Pay.UK Operations, Risk, Regulatory Engagement, General Counsel, and 		

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	other Pay.UK Directorates as relevant
Accountabilities	<p>Principal Accountabilities</p> <ul style="list-style-type: none"> • Works with the Research and Innovation team to understand potential innovation in the market and how this could create opportunities and impact ability to generate revenue. • Agrees the target market, future propositions and market strategy, including expanding into new markets if appropriate. • Explores ways of packaging economic analysis, market research and other future services to take to market. • Establishes enhanced commercial skillset within Pay.UK. • Engages with participants, potential participants, providers and potential providers to sell Pay.UK services, e.g. attract new participants to Pay.UK or increase the number of services offered by existing participants. <p>Additional Duties</p> <ul style="list-style-type: none"> • - <p>Other Obligations</p> <ul style="list-style-type: none"> • Data Protection <ul style="list-style-type: none"> ○ Ensures that policies and procedures are followed and that staff receives appropriate training, that a local risk register is developed and regularly monitored and reviewed. ○ Complies and / or ensures compliance with Pay.UK Data Protection policy, processes and all relevant legislation. This includes maintaining team specific retention schedules, records of data processing and ensuring that any data protection risks are identified, communicated and mitigating actions put in place. ○ Maintains effective communication on data protection compliance with the CPO and DPO as appropriate.

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	<ul style="list-style-type: none"> ○ Identifies section specific data protection risks, and mitigating actions, communicating these to the CPO and DPO without delay. ○ When aware, communicates, in confidence, to the CPO and / DPO, data protection risks likely to impact the organisation as a whole.
Knowledge and Experience	<ul style="list-style-type: none"> • Commercial management • Stakeholder engagement • Market analysis • Data monetisation • Standards knowledge
Specific Skills	<ul style="list-style-type: none"> • Advanced communication and negotiation skills • Technology understanding and appreciation of market application • Market competition understanding • Ability to appreciate and apply regulation
Qualifications and Training	<ul style="list-style-type: none"> • Educated to a degree level. Professional qualification preferred, with strong understanding of the financial services and the payments industry.
Competencies	<ul style="list-style-type: none"> • In alignment with Pay.UK competency framework.

This Role Profile describes Pay.UK’s current thinking as to the role, responsibility and the likely key duties and tasks of the profiled role. Please note that, accordingly, this Role Profile is intended to be forward-looking and indicative rather than final or exhaustive. In particular the role may include additional and supplementary duties and tasks. Equally, as this and other role profiles are developed and evolve, certain duties and task listed may be reduced or removed, although Pay.UK will endeavour to keep substantial changes to a minimum and to promptly update this Role Profile to take account of such developments. For the avoidance of doubt, this profile does not give rise to any legal rights or obligations.

Confirmation

I confirm my understanding and my agreement to the above job description.

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Signed: _____

Date: _____

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Version Control

Document Owner	Standards & Strategy Directorate			
Version number	1.4			
Governance	Draft: STS	Review: STS	Approve: STS	Approval Date:
Review Frequency			Next review date:	
Document reference				

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