

Role Profile

Position Title	Head of NPA Commercial Development
Position Code	
Directorate	CTO/NPA
Reports to (Position)	Strategy Director
Role type	<input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Fixed Term <input type="checkbox"/> Secondment <input type="checkbox"/> Contract
Contract Term (if applicable)	
Line management Responsibilities?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Grade	20
Working hours	<input checked="" type="checkbox"/> Full time <input type="checkbox"/> Part time FTE:
Location	2 Thomas More Square, London E1W 1YN. Reasonable travel.
Context of the role	<p>Pay.UK is working to transform the way that these payments are delivered in the UK. We have embarked on a landmark project - the New Payments Architecture (NPA) Programme - to implement the next generation best-in-class retail payment capability for the UK, alongside standards and rules to ensure that these payments are initiated, routed and processed correctly. This project will ensure that future generations can rely on a payments infrastructure and payment services that are secure, efficient and operate on a 24/7 basis, every day of the year. To deliver the NPA, Pay.UK needs to procure a new payments infrastructure, which will eventually replace FPS and Bacs.</p> <p>The delivery of the NPA programme is crucial to ensure Pay.UK delivers the critical retail payments infrastructure that will support a fast-changing payments landscape. The NPA will enable innovation and competition within the marketplace without compromising on the robustness and resilience that is core to ensuring that payments stay safe and trusted.</p> <p>This lead commercial role is responsible for leading all of the NPA commercial finance and business development activities, both developing and building pipeline.</p>

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Role Dimensions	TBC
Summary of Role	To develop and implement a commercial strategy to build opportunity pipeline and concluding deals to bring new users on to the platform/maximising usage by existing customers. To lead the commercial customer engagement to complement the plan and secure customer commitments that the programme is currently running.
Key Accountabilities	<ol style="list-style-type: none"> 1. Develop and implement a commercial strategy to maximise value from the NPA to Pay.UK customers (including current customers, future customers, solutions providers) 2. Leading the commercial engagement with customers to gain the industry commitment and customer contracts needed for NPA 3. Drive usage of the system, (measured by transaction volumes) and value provided (KPIs to be developed) in line with Pay.UK’s mandate and strategy. 4. Lead the commercial business case development for NPA and new business opportunities and drive innovation in the payments industry 5. Driving margin enhancement initiatives/structure deals to drive optimal ROI 6. Reviewing and approving all commercial proposals 7. Supporting bid and tender process 8. Evaluating promotional plans and strategies. 9. Develop the commercial capabilities within the NPA Programme and wider Pay.UK <p>Other obligations:</p> <ul style="list-style-type: none"> • Ensure compliance with all Pay.UK policies and procedures and complete required compliance training in a timely manner. • Comply with Pay.UK’s Data Protection Policy and all associated procedures and processes and communicate any data protection risks to the Data Protection team without delay. • Promote diversity and inclusion across Pay.UK to build a workforce that reflects the users we serve and provides equal opportunity for all colleagues.
Behaviours	Aligned with Pay.UK Values

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<p>Internal & External Interactions</p>	<p>Key relationships would be across ecosystem and with product teams internally to assess and crystallise demand for products/services.</p> <ul style="list-style-type: none"> • NPA Programme teams • Pay.UK Finance • SSC, ESC, EDF, Fin Co, Risk Co and Board • Participants (through SPG and working groups) • Representation of Pay.UK at speaking events <p>All external support activities e.g. Assurance, relevant professional services engagement</p>
<p>Qualifications and Experience</p>	<p>Experience of building out major multi-dimensional supply chain commercial models; ideally attained in an eco-system of multiple participating entities who provide services to end users</p> <p>Strong understanding of the payments landscape in a business development role</p> <p>Experience of managing complex deals and driving adoption of product innovations</p> <p>Strong commercial acumen essential in understanding the value provided by our services and how that is shared across the value chain.</p>
<p>Core Skills and Competencies</p>	<ul style="list-style-type: none"> • Pro-active and collaborative approach • Excellent communication and interpersonal skills to be able to liaise with and influence colleagues at all levels. • Highly developed commercial awareness • Ability to work under pressure and to deadlines • Advisory and consultancy • Corporate & business reporting • Financial management, governance risk & control • Strategy & innovation • Stakeholder relationship management? • Industry commercial Model development • Deal Assessment • Significant Senior Exec/C-Suite/CFO engagement

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Version Control

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