

Commercial Analyst

ROLE PURPOSE

The focus of this role will be to provide financial modelling and commercial support to enable the delivery of the significant new business pipeline.

KEY RESPONSIBILITIES

- Work closely with the commercial team to provide financial modelling and commercial analysis for our new business pipeline
- Financial modelling – conduct all types of financial analysis (Cash flow, P&L, NPV etc) to support real estate transactions (lease acquisitions, disposals, subleases, renewals & renegotiations, provisions calculations, etc.)
- Portfolio and Benchmarking analysis – understanding and presenting through dynamic dashboards a client's portfolio performance and advise on savings opportunities
- Scenario analysis and sensitivity testing bespoke model creations in conjunction with commercial managers to advise our business development teams and clients

BACKGROUND AND EXPERIENCE

- Qualified (ACA/CIMA/ACCA)
- Excellent working knowledge of Excel for financial analysis.
- Must be proficient with formulae such as Index Match, Sum ifs, and knowledge of Pivot Tables and have financial modelling experience
- Experience of Power BI or Power Pivot would be useful
- Used to working in a multicurrency environment
- Understands and can advise on the commercial implications of decisions/options
- Knowledge of lease accounting (IFRS16) and its commercial implications an advantage

KEY SKILLS AND COMPETENCIES

This role involves having the following key skills and competencies, namely:

- Great initiative and a hands-on attitude – able to see issues as they arise and respond/escalate as needed.
- Good analytical ability with an ability to support teams based remotely and in different time zones
- Capacity to work to tight deadlines when required
- Eager to learn and absorb information from the team, process and contribute own viewpoint/opinion
- Effective communication and presentation skills
- Strong Excel and other application skills, knowledge of Power BI an advantage
- Informal, effective communications style

MEASURES OF SUCCESS AND KEY STAKEHOLDERS

Success will depend on providing effective financial modelling and commercial support, working within the commercial team to deliver our new business pipeline. Accuracy and integrity of financial models is key and will underpin your approach to the job and analysis provided. Our clients will often require innovative commercial solutions to meet their business objectives, and the ability to balance our financial needs with our clients requirements will be valued.

Key stakeholders

- Commercial managers / head of commercial
- Business development directors

Job Title
[Month Year]



- Account directors

Working at Instant

About The Instant Group

Founded in 1999, The Instant Group is a workspace innovation company that rethinks workspace on behalf of its clients injecting flexibility, reducing cost and driving enterprise performance. Instant places more than 7,000 companies a year in flexible workspace such as serviced, managed or co-working offices including Amex, Capita, Datacom, Serco, Teleperformance and Worldpay, making it the market leader in flexible workspace.

Its listings' platform Instant Offices hosts more than 13,000 flexible workspace centres across the world and is the only site of its kind to represent the global market, providing a service to FTSE 100, Fortune 500, and SME clients. With offices in London, Newcastle, Berlin, Paris, Haifa, Dallas, New York, San Francisco, Hong Kong, Sydney, Singapore, and Kuala Lumpur, The Instant Group employs 250 experts and has clients in more than 150 countries. It was also included in the 2018 Sunday Times' HSBC International Track 200.

A business is only as good as its people

It's not all noses to the grind-stone though; Instant is a fun and dynamic place to work, where colleagues support one another and where the next social event is always just round the corner. We have been rated as one of the best small companies to work for and as one of the top companies with the fastest-growing international sales by the Sunday Times and are committed to continuing to make Instant a great place to build a career.

Instant is a values-driven organisation. We adopt and live by our values:

- We are passionately client focussed 24/7, 365
- We operate with integrity and a sense of fun
- We build long term client relationships based on trust
- We question convention with the desire to improve performance
- We collaborate in teams to create solutions that solve client problems
- We strive for excellence in all that we deliver
- We attract and develop the most talented people

We are a fast growing business with an exciting and vibrant atmosphere, where staff are encouraged to think for themselves and are rewarded for contributing to our success.

To support our ambitious growth plans, we want to attract and develop the best people – resourceful, committed individuals with relevant experience and a client-centric mind-set.

The details

We pay market salaries and the right person will be offered a package according to their experience.

You will be based at our head office at the Blue Fin Building in Southwark but may be required to work on a client site. The building boasts amazing views over London with café, coffee shop, roof terrace and paid gym in the basement.

The area itself (Bankside) is one of the oldest parts of London – entrepreneurs, artists and revellers have flocked here for almost 2,000 years. It is one of London's most vibrant areas, with a heady mix of culture, foodie delights, attractions and architecture. Bankside was once known as London's larder, it's a title that lives on today in the fresh produce of Borough market and the wealth of fine restaurants, pavement cafes and shops surrounding it.

You will work 9am to 6pm Monday to Thursday and 9am to 4pm on Fridays.

For more information please contact Alice Mitchell:

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