



Commercial Director Ref 1469569

London

Salary up to £80,000, including commission, contributory DB pension & benefits

The London Pensions Fund Authority provides pension administration services for the Local Government Pension Scheme and other Public Sector bodies. They have identified the requirement for a Commercial Director to support the Board in leading the commercial development of the business.

You will be responsible for identifying new commercial opportunities and to drive growth across the LPFA's suite of pension administration services in the public sector market. Having an understanding of the public sector and its processes you will oversee the strategy to generate growth and profitability with new and existing clients. In addition you will build the structure and framework to support the objectives, direction and product range to maximise opportunity in the pension administration market. With existing clients you will hold responsibility for delivery and delivery and retention of existing business and develop their use of LPFA services.

The successful incumbent will need to demonstrate a thorough understanding of the local authority market, in particular, the tendering process, have a successful commercial background and preferably experience in the pensions administration market. A postgraduate management/business qualification is desirable

**Please contact michael.bairstow@hays.com
Ph 01382 206180**

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