

Job Title:	Media & Broadcast Portfolio Owner
Reporting to:	Head of Business Management
Location:	London/Nottingham

ROLE OVERVIEW:

The Media & Broadcast Portfolio Owner will develop and own the go to market and solution strategy for the Media & Broadcast line of business, ensuring that both service and product components are cohesive, complementary and underpin core objectives.

Reporting to the Head of Business Management, the Media & Broadcast Portfolio Owner will lead their team to drive commercial success through innovation, strategic themes, demand generation and sales enablement, using a cross functional approach with sales, services, proposition development, vendor alliances and solution marketing.

The Media & Broadcast Portfolio Owner will strategically develop and maintain the commercial success of their focused line of business. Utilising their industry experience, market knowledge and passion for success to lead their team to achieve and deliver superior, market leading opportunities for Jigsaw24.

RESPONSIBILITIES:

- Set and deliver a clear, cohesive line of business strategy focused on tailored solution-led propositions which support the objectives and initiatives of the wider business and market demand.
- Lead and work closely with the Portfolios Manager(s) to ensure that all business as usual activities are actioned efficiently and to the best advantage of the business.
- Leverage market knowledge research and customer consultation to identify, develop and drive industry leading solution and services, advocating technology trends and the value to our customers.
- Work closely with portfolio management, proposition development, pre-sales and services to input to future service and propositions developments, creating roadmaps and vision for services and propositions.
- Monitor performance of commercial activities using key metrics and prepare reports for senior management, with recommended improvement measures where required.
- Proactively build positive relationships internally and externally, fostering teamwork by keeping colleagues updated on activities, reduce dependencies, remove blockers and drive efficiencies within the team.
- Ensure that all services and propositions within the respective line of business remain consistently and smoothly transactable throughout their life cycle and have continued improvement program.
- Supporting the business through thought leadership, promoting customer engagement and interactions to remain market leading and customer outcome focused.
- Interact and collaborate with the sales and service teams, understanding their requirements of existing and potential customers to ensure their common business needs and challenges are being met, design outcome-based solutions to appeal to target verticals.
- Conduct market, industry, technology and competitor research and proactively share with the wider business, in order to discover new opportunities and further Jigsaw24's reputation and presence.

PERSONAL CHARACTERISTICS AND MANAGEMENT:

- Present ability and track record of bringing passion, energy and motivation to a business.
- Present a demonstrable ability to lead, motivate and enthuse a team.
- Robust commercial acumen with experience and understanding of how to build successful strategies across multiple solutions.
- Strong communication skills, able to gain commitment and buy-in to a common vision and clearly stated goals.
- A strategic thinker who can identify opportunities that will make the largest impact to contract performance.
- Organises and clearly prioritises; unafraid to set an agenda or take the lead.
- Driven by a entrepreneurial mindset, who thrives in a fast-paced environment.
- A record of delivering performance, able to provide examples of platforms that have been delivered successfully.
- Collaborate effectively and to build strong relationships at all levels.
- 'Hands-on' by nature, comfortable with diving into problems and developing new solutions.
- Possesses the energy, passion, resilience and commitment required to realise goals.
- Highly capable, with the ability to understand, assimilate and synthesise complex issue and translate them into actionable items.
- Flexible, positive attitude, and able to adapt to the constantly evolving competitive landscape.
- Possess a "can do" attitude.