

Person Specification	ESSENTIAL	DESIRABLE	MEANS OF ASSESSMENT
<b>SKILLS AND KNOWLEDGE</b>	<ul style="list-style-type: none"> <li>Strong communication skills both verbal and written and to these skills to successfully build and maintain relationships with internal and external stakeholders, suppliers and customers</li> <li>High level of analytical, numerical and evaluation skills – to be able to grasp the concepts described by customers of the challenges they have and then turn those concepts into deliverable services</li> <li>To be able to demonstrate a knowledge of contract drafting, the legal implications of contracts and able to review in a positive manner, documents that are presented during the course of contract negotiations</li> <li>High level of computer literacy including advanced level of Microsoft Excel</li> <li>High level of commercial acumen and a willingness to improve processes at all times. To be able to create pricing model to ensure services are delivered profitably and sustainably during the life of the contract</li> <li>Excellent planning, organisation and project management skills</li> <li>Strong interpersonal skills and able to build rapport with people</li> <li>Effective research skills to ensure that accurate and timely information is found to build into the pricing models for the Company</li> <li>Able to prioritise, work under pressure and work to tight deadlines</li> <li>Be able to demonstrate a high level of technical competence in order to complete complex tasks in a timely and accurate manner</li> </ul>	<ul style="list-style-type: none"> <li>Business studies or accounting background</li> </ul>	<ul style="list-style-type: none"> <li>CV and Interview</li> </ul>
<b>QUALIFICATIONS AND TRAINING</b>	<ul style="list-style-type: none"> <li>Degree level</li> </ul>	<ul style="list-style-type: none"> <li>Business studies or accounting background</li> </ul>	<ul style="list-style-type: none"> <li>CV</li> <li>Certificates</li> </ul>

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Person Specification	ESSENTIAL	DESIRABLE	MEANS OF ASSESSMENT
<b>EXPERIENCE</b>	<ul style="list-style-type: none"> <li>• Relevant commercial experience in services industry</li> <li>• Significant background in IT Services arena</li> <li>• Experience of pricing and tender processes</li> <li>• Contract and or project costing and profitability analysis</li> <li>• Experience of reporting and presenting information to interested parties</li> <li>• Experience of carrying out research activities in order to achieve a business goal</li> <li>• Experience of dealing with an environment of change</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge of EPOS Industry</li> </ul>	<ul style="list-style-type: none"> <li>• CV and Interview</li> </ul>
<b>PERSONAL ATTRIBUTES</b>	<ul style="list-style-type: none"> <li>• Self starter</li> <li>• Honest and high level of integrity</li> <li>• Diligent</li> <li>• Logical and clear thinker</li> <li>• Enthusiastic, creative and energetic with ability to 'think outside of the box.'</li> <li>• Passionate about customer service</li> <li>• Self-motivated with ability to prioritise workload</li> <li>• Maintain a professional approach under pressure</li> <li>• Flexible and available to work to meet the demands of customers</li> <li>• Effective team player</li> </ul>		<ul style="list-style-type: none"> <li>• Interview and Reference</li> </ul>

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