Job title: Group Manager (Software)

R0-1 15 January 2025

Education and experience

|  | Essential | Desirable |
| --- | --- | --- |
| Diploma; bachelor or master’s degree in a relevant business, engineering or science discipline, or ability to demonstrate significant experience at a senior level | X |  |
| Financial capability – understand the drivers of software development and sales costs | X |  |
| Significant software sales and development experience | X |  |
| Able to demonstrate a strong focus on the latest software development techniques |  | X |
| Experience and evidence of running a commercially orientated international internal software sales team and reselling partner network | X |  |
| Experience and evidence of people management to get the best out of teams as well as effective line management | X |  |
| Able to interpret and analysis data | X |  |
| Experience of managing budgets and resources | X |  |
| Experience and evidence of health and safety responsibility |  | X |

Personal characteristics

|  | Essential | Desirable |
| --- | --- | --- |
| Able to demonstrate leadership skills with a track record of critical thinking and problem solving abilities | X |  |
| Strong organisational skills - Skilled in planning in the short and long term, and managing changing priorities showing an ability to make well informed decisions under pressure | X |  |
| Ability to work independently, take the initiative, find solutions and proactively drive progress | X |  |
| Excellent communications skills, written and verbal including the management, capturing, sharing and accessibility of knowledge | X |  |
| Resilient, highly motivated, with the ability to stay calm under pressure | X |  |
| High levels of professional pride and attention to detail | X |  |
| Confident and articulate with the credibility to persuade, influence and be diplomatic | X |  |