

# JOB DESCRIPTION

## SENIOR COMMERCIAL EXECUTIVE



<b>Job title</b>	Senior Commercial Executive
<b>Reporting to</b>	Commercial Manager
<b>Job location</b>	Remote (UK)
<b>Employment status</b>	Permanent, full-time (37.5 hours per week)

### CANDIDATE PROFILE

First and foremost, The DPO Centre is a service business. We look only to recruit proactive, motivated, enthusiastic, customer driven, commercially aware team players, who can clearly demonstrate a passion for what they do and therefore offer an ideal fit with our core values and culture.

To support our continued growth, we require a Senior Commercial Executive to build and deliver new business that maximises our growth within the UK.

You must be a respectfully persistent and persuasive person who is able to demonstrate excellent communication and presentation skills and possess the ability to articulate a clear value proposition that mitigates commercial and compliance risk.

Ideally, you will have an understanding of data protection law and possess the ability to manage the demands of a growing pipeline of clients and prospects and therefore be able to prioritise effectively and maintain the highest degree of confidentiality and professionalism. Experience in a professional services environment would be advantageous.

To be our ideal candidate, you will have sufficient data protection knowledge to support the conversion of inbound sales leads based on an established and proven lead nurturing and conversion process. You will value attention to detail and deliver high quality work that meets client deadlines. You will be dynamic, determined and able to demonstrate a successful track record in account development and sales. You will be forward-thinking, have a strong work ethic and demonstrate a 'can do' attitude.

You will need to demonstrate excellent communication and organisational skills, have the ability to prioritise your workload and to work in a structured manner.

Additional travel may be required to attend onsite meetings.

### DUTIES AND RESPONSIBILITIES

- Nurturing inbound leads to convert them into qualified sales using our various tools and following our existing procedures
- Consistently contribute to the commercial team to improve the overall sales plan and go-to-market strategy
- Maintain accurate records on our CRM system to provide full visibility of your sales pipeline
- Prepare weekly forecast updates and identify areas of support required to maximise sales performance
- Ensure the effective handover of client wins to our project delivery team
- Achieve your individual sales objectives to contribute to the overall team target

### CAREER PROGRESSION

- Team leadership > Senior Management



## SKILLS AND EXPERIENCE



### Education and experience

- A proven track record of success in relevant account-based roles
- 3 years' experience in a professional services environment



### Personal

- Ability to work independently yet also be a strong team player
- Excellent communication (verbal and written) and interpersonal skills
- The ability to maintain a high degree of confidentiality, trust, and credibility
- Calm, controlled and resilient demeanour
- A commercial attitude towards time management
- Highly responsive with a can-do attitude and flexible working style
- Proven ability to deliver a quality service at pace
- Flexible approach to work, which may include travel and some out of hours work



### Required skills

- Confident in using Microsoft applications (e.g., Excel, PowerPoint, Word), LinkedIn and HubSpot
- An ability to think logically and strategically
- Attention to detail and analytical skills
- Excellent communicator with the ability to deliver clearly to a variety of audiences
- Ability to handle conflicting deadlines and demands



### Advantageous skills

- A basic knowledge of the GDPR and Data Protection Act 2018
- Fluent in a European language

## COMPENSATION & BENEFITS

Salary OTE £85,000

We offer highly competitive salaries that reflect your skills and experience. In addition, we provide a range of fantastic benefits, including those listed below. Details of the full range of benefits will be provided separately.



Professional Membership and Training Funds



Holiday Buy/Sell Scheme



Wellbeing Resources



Working Abroad Scheme



Remote/Hybrid Working



Maternity and Paternity Leave & Pay



Electric Vehicle Scheme



Bank Holiday Swap Scheme

## ABOUT US

The DPO Centre group, operating as part of Axiom GRC, is a multi-national data protection compliance consultancy formed in the UK in 2017.

We have provided outsourced Data Protection Officers (DPOs), privacy consultancy services, and GDPR Representatives to over 1000 organisations globally. The DPO Centre Canada Inc. is the most recent addition to The DPO Centre group of companies, which also consists of The DPO Centre Ltd in the UK, The DPO Centre Europe Ltd in Dublin, and The DPO Centre Netherlands B.V in Amsterdam, together with a network of representation offices throughout the 27 EU Member States.

Further details on The DPO Centre and our global team can be found at [www.dpocentre.com](http://www.dpocentre.com)

## OUR CULTURE

Fundamental to The DPO Centre's culture is our #OneTeam philosophy:

**'To inspire and develop one remarkable team that delivers the extraordinary'**

Contact with other members of our various teams will be frequent, as will the opportunities for team social activities. Our mission is to nurture talent and empower individuals. We believe in constantly improving our processes and the best practice framework we employ with our clients. Sharing knowledge and experiences is a vital part of our culture and ensures you will quickly become part of our motivated, sociable, and connected team. It's an essential aspect of our culture and also helps new recruits to quickly become part of our supportive and interconnected community.

We strive to be a team that doesn't just keep up, we set the pace.

## OUR PEOPLE

Within The DPO Centre family we have bakers, skaters, bike riders, walkers, avid readers, ultra-runners, budding photographers, musicians, and keen travellers. Our team comes from all corners of the world, including New Zealand, Poland, Mauritius, Mexico, South Africa to name but a few.

Please see for yourself and meet everyone on our team page.

[TEAM PAGE](#)

## WHY JOIN THE TEAM?

Our offer to you is the opportunity to work in a dynamic and varied role within a structured team of like-minded and motivated professionals.

The data privacy industry is rapidly evolving, so this role will involve working on projects that encourage continuous professional growth and innovation.

We are committed to empowering everyone in our **#ONETEAM** with the knowledge and opportunities to positively impact attitudes, behaviours, and legislation for the benefit of future generations.

## HOW TO APPLY



Submit your interest by completing the application process via the link provided. For any queries, please contact us at [recruitment@dpocentre.com](mailto:recruitment@dpocentre.com). Applications will close on Sunday 1 February 2026.



See our Candidate Recruitment Privacy Policy for full details of our data collection for vacancy applications.

[RECRUITMENT CANDIDATE PRIVACY NOTICE](#)

