



TRINITY HOUSE

ROLE PROFILE

HEAD OF PLANNING AND COMMERCIAL

JOB PURPOSE

To lead the integrated planning and coordination of marine, aviation and engineering resources, ensuring statutory obligations are met and operational delivery is optimised. Oversee the 24/7/365 monitoring of Aids to Navigation and risk response capability for wrecks and new dangers to navigation. Responsible for developing and managing a sustainable commercial portfolio that aligns with organisational priorities and enhances long-term capability.

KEY RESPONSIBILITIES	Integrated resource planning and coordination	<ul style="list-style-type: none">▪ Oversee the planning, scheduling, deployment and integration of marine, aviation and engineering assets to meet maintenance and project requirements.▪ Ensure resource availability and deployment for the efficient response to AtoN casualties and Risk Response Coverage for wrecks/new dangers to navigation.▪ Responsible for the efficient and effective delivery 24/7/365 AtoN monitoring function including the provision of tri-GLA out-of-hours services.▪ Deliver and provide advice/recommendations based upon robust KPI reporting, data insights and operational systems to inform organisation-wide decision making.▪ Oversee organisation wide programme portfolio assurance team
	Tri-GLA planning coordination	<ul style="list-style-type: none">▪ Lead Trinity House representation to the tri-GLA Coordinated Fleet Management Group.▪ Coordinate and lead Trinity House involvement in the GLA Aviation Services contract to ensure the efficient use of helicopter resources.▪ Deliver and analyse operational tri-GLA KPI data and insights to the Inter-GLA Operations Committee and other high-level internal and external bodies.

		<ul style="list-style-type: none"> Oversee the preparation and implementation of the tri-GLA coordinated fleet plan to ensure the efficient deployment of marine and aviation assets. Responsible for the tri-GLA AtoN Monitoring Group and MoU compliance.
	Commercial Service provision	<ul style="list-style-type: none"> Ownership of the Commercial Plan to meet revenue targets across a range of areas of commercial services provisions. Oversee business development planning to ensure a sustainable pipeline of commercial service contracts and ensure its efficient integration into cross-departmental operational programmes. Responsible for commercial contract negotiation and management ensuring commitments are profitable, deliverable and do not prejudice statutory obligations. Manage a tourism services portfolio of commercial activity ensuring regulatory compliance, quality and reputational benefit.
	Functional leadership	<ul style="list-style-type: none"> Work closely with senior internal and external stakeholders, providing insights and advice to inform critical decision making. Provide dynamic and effective leadership and set the overall vision for the Planning and Commercial team aligned with the Organisation values. Undertake additional tasks and responsibilities as assigned or necessary, within the scope of the role.
ENTRY REQUIREMENTS	Skills and experience	<ul style="list-style-type: none"> Experience of Marine Aids to Navigation Management and knowledge of the IALA standards. Effective management of others - recruitment, development and performance. Collaboration, influence and negotiation skills to achieve internal and external buy-in for planning and commercial decisions in a dynamic environment. Practical planning and performance management experience in an asset led (preferably marine or engineering) environment. Preparation and management of budgets. Commercial management, negotiation skills and budget control
	Qualifications	<ul style="list-style-type: none"> A level 6 qualification in a relevant discipline or equivalent experience
	Professional Competencies	<ul style="list-style-type: none"> Professional Standard - CMI (managers.org.uk) IALA Marine Aids to Navigation and Risk Management.