



Job Title: Network Business Development Manager

Department: Network Build department

Reports to: Network Project Office Manager

Location: Broomhill

Duration: Fixed Term 4 years

About Virgin Media:

At Virgin Media, we've got a very different way of looking at the world - and it shows in what we're like as a place to work. We think work should be fun - because fun is what our customers demand from our services. So you'll be joining a bunch of people who are free-spirited, capable of coming up with their own ideas, and given free rein to put their talents to their best use. But besides being all about fun, we're also deadly serious when it comes to putting our customers first! Whether it's TV, mobile, home phone or super-fast broadband services, at Virgin Media Ireland we're 110% focused on making our customers lives easier, richer and a little bit more fun.

It's not a nine-to-five, clock in and tune out sort of place. And there's no corporate mask to put on at the door – you can just be yourself. We're hard working, but in it together. Creating something special. Because let's face it. If you don't love what you do, it's time to do something else. Join us.

About the Role:

During the next 4 years, it is our intention to expand the reach of the present Virgin Media high speed digital network in Ireland. With an exciting product portfolio which includes unrivalled high speed broadband capability, content and now mobile phone offerings, our plan is to spread Virgin Media cable network reach throughout the island of Ireland.

A key feature of network enlargement planning, will be the ability to establish a presence and grow footprint in towns and locations, not currently served by Virgin Media in Northern or Southern Ireland. Within this exciting business development role, the position provides an opportunity for a strong team player to create new opportunities, develop compelling business case assessments and present new growth proposals to senior management. The success of this role, will be directly dependent upon a clear appreciation of present network reach and from there, establishing new growth target areas for coming the years.

Successful network enlargement will be dependent upon well considered analysis of target towns and locations. Then, taking the business opportunity to the next developmental stage, establishing influential relationships with local authority decision makers, chamber of commerce and localised political figures, which will pave the way for successful build execution.

In addition to successful relationship and rapport with localised stakeholders, build success will also depend upon speed to market, i.e. the ability to undertake this network enlargement in an expedient manner within a now highly aggressive space.

By identifying and leveraging existing 3rd party infrastructure within those target areas, our time to deploy service can be significantly improved upon in a highly controlled manner. This business development role will require a creative mind to identify other operator or utility infrastructure, which could be harnessed in a commercially viable way, to facilitate speed of build.

Specific Tasks/ Duties:

- Support network growth planning efforts, by identifying new build opportunities and developing the business cases for presentation to senior management.
- Identify 3rd party and utility type infrastructure of strategic interest to the network enlargement programme. Assist with development of business cases to lease or acquire such vital infrastructure through careful negotiation within a cost sensitive environment.
- Negotiate and influence at Local Authority level to meet the requirements of the Virgin Media Ireland network growth plan.
- Establish strong operational relationships with local Chamber of Commerce individuals, promoting awareness and willingness for local commercial business to embrace Virgin Media as high speed broadband operator in their town.
- Represent Virgin Media at TIF Group and political engagement forums, to influence fundamental change to construction practices, specifications and nurture adoption of alternative technologies.
- Assist the network enlargement build team, with careful allocation of programme capital funding within the designated growth areas.

The Person:

- Ability to communicate at all levels of management, to articulate and negotiate on key construction and network build issues.
- Exceptional relationship management.
- Experience in street works legislation and its effect upon cable network infrastructure development, from construction through to installation.
- Strong working knowledge of 'Purple Book', Local Authority, NRA practices and Policies.
- Experienced in network infrastructural design, development, and architecture or planning.
- Experienced negotiator with demonstrable track record of securing large value commercial agreements.
- Demonstrable strategic outlook, commercial awareness and financial acumen vital.
- Minimum 10 years previous experience with proven track record in a similar business development role.
- Capable of proactively managing their own work.
- Strong analytical skills to define risks and develop mitigation plans as necessary.

Join and you'll be part of the Virgin Media family. You can trust us to do the right thing by you. We're a great place to work – and we offer impressive benefits too. Get ready for a generous holiday allowance, contributory pension and of course, discounts on our fantastic mobile, broadband and cable.

Ready to TURN IT ON? Apply jobs@virginmedia.ie

Not your ideal job? Visit our career page to view all of our other open vacancies; <http://www.virginmedia.ie/careers>

Virgin Media is an equal opportunities employer. Having a diverse workforce is critical to the success of our business.