

Commercial Manager (Projects)

Job Description



The purpose of your role in Our Co-op

As the Commercial Manager (Projects) you will play a pivotal role in delivering commercial initiatives that drive sales, margin, operational efficiency, and customer experience. Operating at the intersection of commercial strategy and execution, this role owns and delivers structured projects that translate category plans and trading priorities into practical, well-governed outcomes across stores and systems.

Alongside strong project delivery capability, the role brings commercial insight to shape solutions, challenge thinking, and ensure all initiatives deliver measurable value. You will work cross-functionally to coordinate activity, manage dependencies, and ensure changes land smoothly into the business.

You'll become part of a skilled, engaged, and diverse team, supporting our co-op in our collective vision to be the best at what we do in the East of England.

The Team you are joining

The Commercial Operations team is at the heart of our businesses retail strategy. Championing customer experience at the shelf edge, through brilliant availability, customer centric ranges and great value promotions; we ensure that our commercial activities align with our corporate goals, delivering profit, customer satisfaction, and long-term sales and volume growth.

Things you need to know

This is a hybrid-working position which will require you to adhere to our hybrid working policy and procedures.

Please note that our working patterns are non-contractual. The advertised working pattern represents the normal working pattern for the role at time of advertisement and is subject to change.

The skills we are looking for

- Communication
- Teamwork
- Adaptability
- Technical proficiency
- Customer focused
- Leadership
- Interpersonal skills
- Data interpretation
- Project management
- Critical thinking
- Budgeting/financial awareness

Your reporting lines

Location

Wherstead Park,
Ipswich, Suffolk, IP9 2BJ

Department

Central Office,
Commercial

Reports to

Head of Commercial



EMPLOYER RECOGNITION SCHEME

BRONZE AWARD

Proudly supporting those who serve.



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What you will be working on at Our Co-op

1. End-to-end commercial project delivery

- Lead the planning and delivery of key commercial projects, defining scope, timelines, milestones, risks, and dependencies to ensure initiatives are delivered on time, to quality, and with measurable outcomes.

2. Translating commercial plans into practical delivery

- Work closely with Commercial Managers and category teams to turn strategies and trading priorities into clear briefs, structured plans, and actionable activity that lands effectively across stores and systems.

3. Cross-functional coordination and stakeholder management

- Act as the central point of coordination between Commercial, Supply Chain, Operations, Finance, Technology, and suppliers, ensuring alignment, clear ownership, and smooth delivery across all stakeholders.

4. Data, insight, and performance governance

- Use data and insight to inform decision-making, build business cases, track benefits, and deliver post-implementation reviews that demonstrate impact and support continuous improvement.

5. Change readiness and continuous improvement

- Ensure the business is ready for change by supporting clear communication, guidance, and planning for stores and teams, while also strengthening commercial processes, governance, and ways of working over time.

This job description sets out the major tasks associated with the stated purpose of this post. Minor tasks normally considered an integral function of this post will be undertaken and not excluded simply because they are not itemised.

Our Values

At Our Co-op, we live by a set of five values. What's important to remember is that your behaviours reflect our values in whatever task you're performing.



To find out more about our values, visit www.eastofengland.coop/careers/our-values