

# Commercial Analyst – Peoplesafe

Supporting the Revenue Operations Director

Location: Epsom / Hybrid

Department: Revenue Operations

Employment Type: Full-time

## **About Peoplesafe**

Peoplesafe is a global leader in personal safety technology and a high-growth, recurring revenue business. Our mission is to protect people and empower organisations with innovative safety solutions. As we continue to scale, we are expanding our Revenue Operations function to bring enhanced commercial insight, operational discipline, and high-quality reporting to the organisation.

## **Role Overview**

We are seeking a Commercial Analyst to support the Revenue Operations Director in delivering best-in-class commercial analysis, forecasting, and revenue insights. This is a high-impact role requiring strong analytical capability, excellent communication skills, and the ability to collaborate effectively across Sales, Finance, Marketing, Customer Success, and senior leadership.

You will play a key part in driving commercial decision-making, improving operational performance, and supporting the governance and optimisation of systems and processes across the revenue engine.

## **Key Responsibilities**

### **Revenue, Pipeline & Forecasting**

- Produce and maintain monthly recurring revenue (MRR) reporting, including performance analysis, trend reviews, and variance commentary.
- Lead the production of sales pipeline reporting, highlighting risks, opportunities, and conversion trends.
- Support the Revenue Operations Director with revenue and churn forecasting, ensuring accuracy, rigour, and alignment across teams.

- Provide insights into retention and account growth performance.

### **Sales Performance & KPI Analysis**

- Report on sales KPIs, including productivity, conversion rates, activity levels, and achievement versus targets.
- Identify performance trends and recommend actions to improve commercial outcomes.
- Support monthly business reviews with data driven insights.

### **Senior Management & Board Reporting**

- Prepare high quality, executive-ready board slides.
- Produce operational sales review packs to support management meetings and performance reviews.

### **Process, Governance & Systems**

- Support governance of revenue processes, including data quality, CRM compliance, forecasting cadence, and deal review frameworks.
- Work closely with Contract Management on Salesforce reporting, dashboards, and optimisation.
- Assist in identifying process improvements and driving operational excellence across the revenue lifecycle.

### **Ad Hoc Commercial Analysis**

- Conduct bespoke analysis to support pricing strategy, business cases, commercial modelling, and performance deep dives.
- Provide rapid support to the Revenue Operations Director on emerging commercial needs.

### **Skills & Experience**

## **Essential**

- Strong analytical and quantitative skills, with the ability to turn data into meaningful insight.
- Advanced Excel skills; confident handling large datasets.
- Strong PowerPoint skills, with ability to produce polished executive-facing materials.
- Excellent communication skills and confidence presenting to senior leadership.
- Ability to work cross-functionally and build strong relationships across teams.
- Highly attentive to detail, organised, intuitive, and able to meet deadlines consistently.
- Experience in a commercial, revenue operations, or financial analysis role (or similar).

## **Desirable**

- CIMA qualified
- Experience with Salesforce, especially reporting and dashboard creation.
- Exposure to SaaS, recurring revenue businesses, or high-growth technology environments.
- Experience in commercial forecasting or revenue modelling.

## **Personal Attributes**

- Curious, proactive, and comfortable taking ownership.
- Commercially minded with strong business acumen.
- Collaborative, approachable, and a strong team player.
- Resilient, adaptable, and able to thrive in a fast-paced environment.

## **What We Offer**

- Competitive salary aligned to experience and market benchmarks.
- Hybrid working model, providing flexibility while staying connected with colleagues.
- Generous annual leave entitlement, plus your birthday off and an additional Well-Being Day to recharge.

- A comprehensive company benefits package, including pension, health and wellbeing initiatives, and employee support programmes.
- Opportunities for career growth and professional development in a high performing, mission-driven organisation.
- A collaborative, supportive environment where your insights directly contribute to commercial decision-making and business performance.