

Role Profile

Role: Senior Financial Modeller and Commercial Analyst

Directorate: Finance, Commercial & Corporate Services

Salary Band: Band 10

Post reference: FCS153

Job Evaluation Ref & Date: 23/07/2025

Role statement of purpose: To lead on the development and oversight of complex financial models that underpin strategic transport investment decisions, commercial contracts, and funding proposals across Greater Manchester.

This senior role will play a key part in advising TfGM's Senior Leadership Teams and stakeholders by translating financial and commercial data into actionable insights, ensuring robust business cases, and maximising value for public investment.

To provide key business support for TfGM across transactions across the deal cycle specifically:

- Originate- capability to financially model the full impact of any transaction;
- Structure- take an advisory role on options to ensure financial and commercial risks are understood on TfGM transactions.
- Procure- advise and structure commercial and financial models for procurements and be involved in the end to end procurement process and contract management;
- Negotiate- negotiation with suppliers to get best outcome for TfGM;
- Manage- will be involved in commercial and contractual disputes throughout life of transaction.

	Reports to:	Head of Corporate Finance
	Key Role Outputs(KROs)	Key Actions



	<i>these set out what must be achieved for the post holder to be successful in the role</i>	<i>These set out how the KROs will be achieved – the activities required.</i>
1.	Commercial Decision Support	<ul style="list-style-type: none">• Lead the financial modelling framework for multi modal major projects.• Advise senior leadership on investment decisions by providing rigorous commercial analysis and financial risk assessments.• Provide insightful analysis to guide commercial decisions, assess financial viability of projects, and evaluate investment opportunities.• Lead the development of funding models to determine the most efficient mix of funding streams for major capital projects.• Provide expert advice and recommendations by researching and interpreting complex data and commercial models that deliver the intended policies and desired operational outcomes.• Exercise discretion and judgement in making decisions that will not have a precedent within TfGM, such as how to fund significant capital infrastructure other than via grants.
2.	Lead on Financial Transactions	<ul style="list-style-type: none">• Lead on end to end process for transactions involving different commercial models.• Lead preparations of transaction documents and requirements.• Lead on the financial bid model and financial templates for major procurements.• Act as the primary point of contact for transactions teams including external advisors and internal clients.• Advise CELT on valuations, deal structures, strategy and financial implications.



		<ul style="list-style-type: none">• Build and review complex financial models.• Conduct valuation analysis for complex purchases.
3.	Multi-modal financial and commercial models.	<ul style="list-style-type: none">• Lead, develop and maintain complex financial models to support strategic planning, budgeting, and forecasting.• Ensure financial models are compliant with best practices (e.g., FAST standards) and applied consistently.
4.	Stakeholder Collaboration	<ul style="list-style-type: none">• Partner with various internal departments and external stakeholders to gather data, understand business needs, and deliver financial insights that drive informed decision-making.• Represent TfGM in strategic discussions with local authorities, government bodies (e.g. Department for Transport), and private sector stakeholders.• Adapt quickly to changing priorities and fluctuating workloads requested by senior TfGM staff whilst maintaining high standards.• Implement effective workload management strategies, including task prioritisation, delegation, and resource reallocation across various projects and specific deadlines.• Develop and maintain strong working relationships with appropriate departments in TfGM, GMCA and relevant external partners and contractors.
5.	Build Commercial/Modelling and Financial Appraisal Capability	<ul style="list-style-type: none">• Lead through formal training and coaching, seminars and workshops to promote staff development.• Work in a collegiate manner with the wider TfGM teams to ensure efficient and effective project delivery.



		<ul style="list-style-type: none">• Mentor and guide junior analysts and modellers within the team.• Partner with cross-functional teams (e.g., operations, strategy, procurement and others) to support strategic projects.
6.	Reporting	<ul style="list-style-type: none">• Prepare reports, dashboards, and presentations for senior stakeholders ensuring clarity and accuracy.• Manage the development and maintenance of the Functional Plans and input into the Corporate Delivery Plan;• Responsible for the timely production of all corporate reports ensuring reports are produced on time, of the required quality and allowing enough time for governance approvals, including requests at short notice to external stakeholders• Develop strategies for the design and implementation of KPI's for teams, that are reported on in accordance with monthly reporting cycles, ensuring variances are identified and mitigation plans implemented;• Co-ordinate input into and ensure regular updates to Business Continuity documents, Privacy Statements, Risk assessments etc.• Monitor and report on performance against deadlines, identifying risks and implementing mitigation strategies where necessary.
7.	Assurance	<ul style="list-style-type: none">• Contribute to investment appraisals and support due diligence activities.• Audit and assure other departments financial models.• Identify and mitigate transaction related risks- e.g. impacts on financial operations.



		<ul style="list-style-type: none"> • Ensure compliance with relevant laws and accounting practices for any transaction.
8.	Leadership and management consistent with the required values and behaviours	<ul style="list-style-type: none"> • Provide demonstrable leadership of the area managed and be an influential role model to staff that epitomises the stated values and behaviours for TfGM; • Ensure all staff are effectively managed, including the management of staff with their own direct reports; • Recruit, train and develop direct reports; • Manage staff in accordance with the policies and procedures of TfGM and set objectives to ensure their performance and contributions are utilised to maximum effect in the delivery of key objectives; • Maintain resilience and focus during peak periods, supporting team members and fostering a collaborative working environment.
Compulsory Outputs (COs) <i>these set out what must be achieved for the post holder to be successful in the role</i>		Key Actions <i>These set out how the COs will be achieved – the activities required.</i>
C1	Ensure you comply with all applicable organisational legislation and policy:	<ul style="list-style-type: none"> • Data Protection Legislation • TfGM Safety Management System (In particular section SMS 201 Roles and Responsibilities) • Bus Operator contractual management • Dignity at Work policy; • Information assurance and security in line with Cabinet Office requirements; • Risk management • TfGM policies and procedures • Equality and diversity legislation • TfGM Vision & Values • Act in accordance with TfGM’s behaviours & competencies
C2	Any other reasonable duties as required from time to time	

Key Interdependencies	
Key Contacts	<p>To support own role (internal and external)</p> <p><u>TfGM</u> Managing Director Director of Finance, Commercial and Corporate Services Commercial Services Director Director of Bus Deputy Director of Bus Head of Capital Commercial Compliance Head of Financial Reporting Head of Finance Head of Procurement Bus Contracts and Performance Managers Metrolink and Bus Commercial Teams Head of Ticketing Head of Transport Strategy Modelling and Analysis</p>
Direct reports	1 direct report band 5/6.
Budgetary responsibility	None
Location	TfGM, 2 Piccadilly Place, Piccadilly, Manchester, M1 3BG May also be required to locate at either Metrolink depots or other locations from time to time.

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By: Jamie Finnegan					

Person Specification

Interim Special Projects Financial Reporting Manager <i>(Knowledge, skills and experience required at selection stage)</i>	
E	Essential Experience, Knowledge & Skills:
E1	Experience of developing robust, user-friendly and flexible financial forecasting models, often sourcing inputs and providing senior management with an analysis of key outputs.
E2	Experience of developing financial models for commercial contracts, financial evaluation or funding, including development and use of non-template models is desirable.

E3	Experience of development of integrated financial statements, typically producing an income statement, cash flow and balance sheet along the FAST best practice guidelines.
E4	Good written and verbal communication skills, including the ability to explain technical details clearly to non-technical audiences.
E5	Good team player, able to work collaboratively with colleagues in other disciplines.
E6	At least 5 years' experience gained in a consulting environment, multi-disciplinary transport practice or in a business with a clear role involving commercial/financial evaluations.
E7	Demonstrable ability to influence senior stakeholders through compelling financial and commercial storytelling and commercial insight.
E8	Experience managing or mentoring teams within a complex organisational structure
D	Desirable Experience:
D1	Experience of working across various stakeholders within the transport, Bus or light rail sectors, including suppliers, advisors, transport operators, officers and politicians.
D2	Familiarity with devolved funding frameworks and the operational environment of combined authorities or transport bodies.
EQ	Essential Qualifications – Technical, Vocational or educational:
EQ1	Educated to at least Bachelor's Degree level in a highly numerate discipline or fully qualified accountant (CIMA, ACA, ACCA) or CFA charter holder.
EQ2	Additional certification in FAST modelling or trained by a recognized firm/body that utilizes FAST modeling techniques.
DQ	Desirable Qualifications – Technical, Vocational or educational:
DQ1	Membership of relevant professional body
DQ2	Evidence of Continuing Professional Development
EA	Essential Attributes:
EA1	A commitment to deliver the agreed work plan to the timescale and standards required.
EA2	Demonstrable awareness of the wider corporate issues and a clear desire to work corporately with others in order to deliver key organisational objectives, including adopting a 'no surprises' approach to keeping your line manager informed.
EA3	Demonstrable ability to identify the team's priorities in the context of directorate or departmental priorities.
EA4	An ability to work without close supervision.
EA5	Able to make positive contribution cross functionally.
EA6	The ability to work with, motivate and influence others at appropriate levels, both within and outside TfGM, and to focus the team's efforts on meeting customer and/or client needs.