



Bowler Motors Job Opportunity - based Belper, Derbyshire

Planning and Business Development Lead

Based in Derbyshire in the UK, Bowler is proud of its internationally renowned rally based motorsport brand, products, services and British engineering values and roots. It harnesses the expertise and passion of a great team, leading technology and craftsmanship to deliver high quality vehicles and innovative engineering solutions and with an unrivalled competitive spirit. Now as a 100% fully owned subsidiary of JLR we have an exciting product and motorsport growth plan ahead of us.

WHAT TO EXPECT

This position represents an exciting opportunity to become a key part of the Bowler team as lead for Planning and Business Development:

- Articulates, jointly with the leadership team, ambitious and compelling business plan(s) for Bowler, and facilitates the communication of those plans across both Bowler and JLR
- Leads the effective governance of, including the coordination of senior meetings, creation and management of the Bowler objectives, coordination of resource and facility plans, and facilitation of audit/ compliance activities
- Coordinates Bowler's internal communications plans and key functional meetings, including all Town Halls and Offsites

You will report directly to the Bowler General Manager and work closely with the leadership team to ensure that Bowler works effectively both as a business and as a part of the parent JLR organisation. The role is varied, and you will be expected to build effective relationships both within Bowler and the broader JLR business to ensure we meet our obligations as an individual legal company and as a subsidiary organisation.

Key Accountabilities and Responsibilities:

- Business planning
 - Articulate strategic and annual business plans for Bowler, working closely with the Head of Finance
 - Ensure the diverse sets of activity within the business plans align to create one co-ordinated and achievable set of plans, priorities, targets and metrics
 - Ensure that business plans are clearly communicable (and communicated) to all relevant stakeholders, in a compelling and engaging way that fosters support across the business

- Governance
 - Ensure that Bowler has a strong, effective and compliant governance and reporting approach, including
 - Senior meetings cadence, governance of decisions and follow-up
 - Coordination of Risk Management, Internal Audit, GDPR, Business Resilience, Export Controls & Sanctions, and other compliance activity across Bowler, working closely with the relevant JLR parent teams
 - Identification and development of process improvement opportunities

- Business Development
 - Serve as expert Business Development resource in support of Bowler, enabling business case development, possible deal structures, negotiation support and implementation/ transition support.
 - Work closely with the JLR Business Development teams as appropriate to leverage commercial opportunities.
 - Take a proactive and dynamic approach to commercial opportunities appropriate with a fast paced retail business.
 - Actively look for opportunities to help Bowler grow faster through partnerships, licenses and other forms of cooperation.

- Internal communications and functional engagement
 - Lead internal communications across Bowler
 - Set internal communications calendar
 - Create compelling internal storytelling to improve engagement across Bowler and beyond
 - Organise Town Halls, GEMBA's, road shows and other events as required
 - Works closely with the HRBP and Leadership team to ensure a comprehensive and varied Engagement strategy is in place and deployed.

WHAT YOU'LL NEED

- Planning experience gained in business planning, strategy, business development, governance or other relevant roles
- Strong project management capabilities with the ability to multitask
- Strong business acumen with a proactive entrepreneurial mindset
- Excellent communication skills (including the articulation of concise, compelling senior management presentations)
- Capacity of managing multiple work streams concurrently, with a high level of organisation and attention to detail.

Personal Profile:

- Demonstrable leadership and team building skills
- Enthusiastic, energetic character who can motivate across the broader team
- Able to engage effectively with stakeholders at all levels