

Commercial Operations Manager

Location: Hybrid (some London travel required)

About TekCor4

TekCor4 partners with the UK's leading automotive dealer groups and OEMs to transform aftersales performance through data-driven insight and marketing automation. Our platform helps customers increase service revenue, improve retention, and drive operational efficiency at scale.

As we scale, we're strengthening the commercial infrastructure behind our growth.

The Opportunity

We're hiring a Commercial Operations Manager to sit at the centre of TekCor4's revenue engine.

This is not a pure RevOps role – and not a pure strategy role. It's both.

You will own our commercial systems (including HubSpot), revenue reporting and forecasting infrastructure – while also leading high-impact strategic projects, supporting live deal execution, and driving operational standardisation across our customer-facing teams.

You'll work closely with Sales, Account Management, Marketing, Finance, and the C-Suite to ensure our commercial organisation operates with clarity, rigour, and scalability.

If you enjoy building structure, solving operational friction, and turning commercial ambition into repeatable execution – this role will suit you.

What You'll Do

Commercial Infrastructure & Revenue Operations

- Own and optimise HubSpot (CRM architecture, workflows, reporting, data integrity)
- Build and maintain real-time ARR, pipeline, forecasting, and performance dashboards
- Improve forecasting accuracy and stage discipline
- Design automation to reduce manual work and increase productivity
- Ensure data consistency across Sales, Marketing, Account Management, and Finance

Strategic Projects & Operational Improvement

- Lead cross-functional commercial improvement initiatives
- Identify workflow inefficiencies and implement scalable solutions
- Build operating rhythms, templates, and standards across customer-facing teams
- Standardise pitch decks, proposals, reporting packs, and core commercial assets

- Support pricing, packaging, and commercial model analysis

Live Deal & Growth Enablement

- Support complex live deal opportunities with structured analysis and materials
- Prepare commercial documentation, financial models, and ROI narratives
- Track key enterprise opportunities and ensure internal alignment
- Surface insights from pipeline and customer data to inform strategy

What You Bring

Must-Haves

- Strong hands-on HubSpot experience (building architecture, not just using it)
- Experience creating revenue dashboards and pipeline reporting
- Analytical capability (SQL or similar data querying skills preferred)
- Experience improving CRM workflows and commercial processes
- Solid understanding of SaaS metrics (ARR, pipeline, churn, forecasting)
- Confidence working cross-functionally with senior stakeholders

Nice-to-Haves

- Experience in automotive, SaaS, or data-led businesses
- Exposure to pricing analysis or commercial modelling
- Experience supporting enterprise-level deals

Why Join TekCor4

- High-visibility role with direct exposure to senior leadership
- Real ownership of commercial infrastructure and process
- Opportunity to shape how revenue operations scale
- Blend of strategic project work and operational execution
- Work in a fast-evolving automotive technology environment