



POSITION DESCRIPTION

Role Title	Portfolio Manager
Reports To	Head of Marketing
Direct Reports	Channel Managers
Location	TBC

PURPOSE OF THE ROLE

To drive national growth, capability and execution across Corys’ channel portfolio by leading and enabling the Channel Manager function, and by acting as the primary business driver for Renewable Energy projects. The Portfolio Manager owns the national channel plans, training programme, solution standards and go-to-market execution across the branch and sales network, while partnering with internal business leaders to deliver sustainable commercial outcomes. The role is accountable for national channel performance, programme delivery and commercial outcomes through influence, governance and disciplined execution.

KEY TASKS	DELIVERABLES
National Channel Leadership & Governance	<ul style="list-style-type: none"> Set national priorities for the channel portfolio and translate strategy into quarterly execution plans. Establish governance rhythms: channel reviews, project pipeline reviews, training calendars and supplier forums. Define and track channel KPIs (sales, gross margin, conversion, capability uplift, adoption of tools/standards). Coach Channel Managers on stakeholder management, planning, training delivery and commercial execution.
Renewable Energy Project Growth (National)	<ul style="list-style-type: none"> Act as the business lead for renewable energy project opportunities where appropriate; otherwise support Regional Managers/BDMs by providing technical/commercial structure and governance. Lead/Support major bids, specification activity and tender submissions; coordinate internal resources and supplier support. Remove technical or process barriers impacting conversion; ensure solutions are compliant, fit-for-purpose and scalable. Build and maintain repeatable project templates: solution architectures, calculators, proposal content and delivery checklists.

Capability, Training & Standards	<ul style="list-style-type: none"> • Design and deliver a structured national training programme, with clear learning pathways by role. • Coordinate supplier accreditation/certification requirements and maintain records of completion where required. • Translate supplier-led content into Corys solution-selling and application guides aligned to commercial objectives. • Maintain national consistency of technical guidance, compliance standards and messaging.
Supplier and Internal Stakeholder Collaboration	<ul style="list-style-type: none"> • Partner with suppliers and internal stakeholders to provide technical and market insight supporting range, pricing and lifecycle decisions. • Support joint go-to-market initiatives and product launches; ensure the branch network is enabled to execute. • Provide structured feedback to suppliers on product performance, market gaps and emerging requirements.
Market Intelligence & Reporting	<ul style="list-style-type: none"> • Monitor competitor activity, technology shifts and regulatory changes impacting the portfolio and renewables projects. • Provide concise monthly reporting on pipeline, wins/loses, capability progress and forward priorities. • Use agreed systems (CRM/Opportunity tools) to maintain visibility and ensure learning is captured.
Health & Safety	<ul style="list-style-type: none"> • Demonstrate visible health and safety leadership; ensure safe behaviours are modelled and reinforced. • Ensure training and on-site support activities consider risks, controls and compliance requirements. • Report incidents/near misses promptly and participate in investigations where required.

KEY RELATIONSHIPS	
<ul style="list-style-type: none"> • Corys Leadership Team (CLT) • Internal leadership teams including Regional Managers and Branch Managers • Finance and People teams • Supply Chain and Distribution teams • Wider Group Management and shared services (as applicable) 	<ul style="list-style-type: none"> • Suppliers and manufacturers (technical, commercial and training contacts) • Key customers and project stakeholders (as required) • Industry advisors, regulators and standards bodies (as relevant) • Training and accreditation providers

PERSON SPECIFICATION

BEHAVIOURAL COMPETENCIES	
Competency	What 'good' looks like
Strategic Thinking	Sees the big picture, links day-to-day execution to long-term channel outcomes, anticipates trends and competitive threats.
Leadership & People Development	Leads through influence and coaching; sets clear expectations; builds accountability and capability across a dispersed team.
Commercial & Financial Acumen	Understands margin, pricing drivers and value; makes data-led decisions to balance growth and profitability.
Communication & Influence	Communicates clearly and persuasively across SLT, regions, branches and suppliers; builds trust and alignment.
Problem Solving & Decision Making	Applies structured problem solving; makes timely decisions in ambiguous environments; escalates appropriately.
Resilience & Results Orientation	Maintains focus under pressure; drives delivery and follows through to measurable outcomes.

KNOWLEDGE, EXPERIENCE AND SKILLS REQUIRED
<ul style="list-style-type: none"> • Proven experience in electrical wholesaling, category/channel leadership, market development or solutions/project-based selling. • Demonstrated ability to lead a national capability uplift programme (training design and delivery) across multiple locations. • Strong technical understanding of renewable energy solutions (solar PV, storage, EV charging and adjacent systems) and the ability to translate this into commercial outcomes. • Experience supporting major projects: specifications, tender submissions, stakeholder coordination and solution governance. • Strong stakeholder management skills with suppliers, internal leaders and customer/project stakeholders. • Comfortable operating without a dedicated budget, driving outcomes through planning, influence and governance. • Strong analytical skills and ability to synthesis market intelligence into clear recommendations. • Clean, valid driver's licence and ability to travel nationally.

OCCUPATIONAL HEALTH & SAFETY

PHYSICAL CONSIDERATION

Corys Electrical is committed to ensuring that employees' health and safety is not compromised by the work environment, work processes or procedures. The company makes every effort to

- provide a safe and healthy workplace and to
- reduce risks arising from identified hazards.

As part of its health and safety practices, the company may require a prospective employee to complete a health questionnaire prior to any offer of employment.

POTENTIAL HAZARDS

ACTIVITY	HAZARDS
Computing	<ul style="list-style-type: none">• Use of computer monitor; occupational overuse syndrome
Driving	<ul style="list-style-type: none">• Traffic; road conditions; fatigue; mobile phone use
Warehousing / branch visits	<ul style="list-style-type: none">• Moving vehicles; manual handling and lifting; stacked product/obstacles; spillages and slippery surfaces
Site / project support	<ul style="list-style-type: none">• Working near construction activity; PPE requirements; electrical hazards (as relevant)
Supplier training / demonstrations	<ul style="list-style-type: none">• Use of tools/equipment; trip hazards; working at height risks (where applicable)