

JOB DESCRIPTION

COMMERCIAL DIRECTOR

Riela Tech HQ: Douglas, Isle of Man

The Role in a Nutshell

This is not your standard Commercial Director role. It has all the stuff you would expect; we provide excellent IT and MSP services to a growing client base who trust us with all of their IT needs. We work with small and medium sized local and global businesses and increasingly with superyachts, UHNWIs and their Family Offices.

What Would I Be Doing?

As a Commercial Director for a growing MSP, you'll be responsible for leading the strategy and growth plans as the business, and the Riela Group continues to develop. As a member of the board, with a line management responsibility for service delivery, account management and the sales team, this is a fantastic opportunity to continue your career with a great company.

Day-to-day will see you liaise with our excellent internal technical teams and account managers to best manage our client relationships and optimise revenue generation, whilst also overseeing internal commercial operations.

If you are eager to learn, have strong experience with the skill set below, and the role looks like a great fit, then please send your updated CV to and we can schedule a conversation to discuss your application.

What Skills and Experience Are You Looking For?

We are looking for a Commercial Director with recent experience in a MSP or other commercial role in the IT industry. You will have the ability to talk tech with a non-tech audience, understanding and solving their infrastructure challenges. The challenge of working across a diverse range of clients excites you. You will have an excellent understanding of business development, client relationship management and technical sales.

- Relevant qualifications in a technical field.
- 3+ years of experience as a commercial manager / director or in similar roles.
- Strong technical background in IT, with a focus on IT Infrastructure and Cloud services.
- Experience managing several technical and non-technical colleagues.
- Proven ability to develop and implement solutions that optimise business operations.
- Excellent communication skills, both written and verbal.
- Confident engaging with technical and non-technical decision-makers.
- Confident reporting and presenting to senior leadership.
- Strong analytical and problem-solving skills.
- Commercial mindset.

Tell Me About You?

Riela is a growing company (approaching 40 people) with an entrepreneurial spirit. Our heritage is in IT, cyber security, e-gaming and yacht management sectors, both for Ultra High Net Worth Individuals (UHNWI) and forward thinking companies.

We have expanded our offering to help both individuals and companies manage high value assets including in the core area of technology and cyber security. Our clients are global and so is our mindset.

Our core values of Integrity and Support underpin everything we do, how we act with our clients and how we act with each other. You can be confident when joining Riela you will be a part of team that will work with you to achieve our shared goals.

We are on an exciting journey, evolving our culture to represent the changing products, services and people that make up the Riela Group. It is a great time to join and play your part in this trip.

Riela: Everyone Is Welcome

At Riela we believe that we will achieve our best by recognising the value that every individual will bring to work. We are committed to inclusion across age, gender, identity, race and religion. We are committed to creating an environment where everyone is welcome.

Salary and Benefits

We offer a competitive salary and fantastic benefits including a pension scheme with a 9.5% company contribution, non-contributory and health cover.

What Happens Next?

If the above is of interest, we like to keep it simple, drop us a copy of your CV to hr@riela-group.com. If it looks like a good fit, the next stage will be structured interview with one of our Directors and someone from the tech team.