

Role: VP, Strategy & Business Management
Reporting to: General Manager - Rockall
Business area: Commercial Lending
Contract Type: Permanent, Full time
Location: Dublin-Dun Laoghaire – will be moving to city centre in the new year

Key Responsibilities

Strategic & Business Leadership

- Partner closely with the General Manager to shape and execute the business strategy, operating plan, and growth agenda.
- Act as a senior leader across the business, aligning commercial, operational, product, service, and client priorities.
- Translate strategic priorities into clear, executable initiatives with defined accountability, governance, and measurable outcomes.
- Identify opportunities to scale the business, strengthen market position, and build organisational capability for growth.
- Serve as a trusted senior partner, providing leadership across the business and stepping into key situations with sound judgement and executive presence.
- Lead, coach, and develop senior team members, building capability, alignment, and leadership strength across the organisation.

Commercial Growth

- Drive revenue growth through expansion within existing clients and support for new business development.
- Partner with sales and account teams to identify market opportunities, improve conversion, and strengthen go-to-market effectiveness.
- Bring a strong commercial mindset to pricing, proposition development, deal structuring, and account growth.
- Support strategic sales activity with senior-level industry credibility and engagement across the commercial lending and banking sector.

Client Success & Scaled Execution

- Build strong executive relationships with bank clients and act as a trusted advisor on their commercial lending, collateral management, risk, and operational priorities.
- Working closely with Enterprise Account Management, drive alignment across internal teams to support seamless execution for clients and effective resolution of complex issues.
- Develop scalable operating blueprints for implementations, upgrades, and ongoing services, improving consistency, efficiency, and quality as the business grows.
- Provide strong PMO and operational leadership, ensuring clear governance, prioritisation, reporting, and disciplined execution across strategic programmes and delivery activity.

Candidate Profile

Required Experience

- Significant senior leadership experience in banking, financial services, or a B2B technology business serving the banking sector.
- Strong domain expertise in Commercial Lending, ideally with knowledge of collateral management, credit, lending operations, or related banking workflows.
- Demonstrated success in driving revenue growth, supporting sales, and expanding strategic client relationships.
- Strong experience in PMO and programme delivery within complex organisations.
- Track record of managing and influencing senior client stakeholders, including at executive level.
- Experience scaling teams, functions, or businesses through growth and change.

Skills & Capabilities

- Highly commercial, with strong instinct for growth, value creation, and revenue generation.
- Proven ability to lead, coach, and develop teams, bringing people along through change while building capability, alignment, and accountability.
- Strategic thinker who can see the bigger picture
- Excellent stakeholder management and relationship-building skills, internally and externally.
- Strong organisational and operational leadership, with the ability to bring structure, focus, and pace.
- Comfortable operating across strategy, sales support, delivery and customer management
- Strong communication and influencing skills, including with clients, internal leadership, and cross-functional teams.
- Data-driven and outcome-oriented, with strong judgement and prioritisation skills.

About us

[Rockall - A Broadridge Business](#) offers three Fin Tech products: [FASTNET](#) – a next-generation cloud-hosted Securities-based Lending (SBL) credit risk evaluation and monitoring solution for wealth managers, private banks & broker dealers; [NAVIGATOR](#) – Broadridge’s end-to-end SBL platform which builds on FASTNET to deliver complete SBL workflow and credit risk management from pre-origination and monitoring through to release, and [COLLATE](#) – Collateral Management solution for retail, commercial and wholesale banking.