



JOB TITLE: Commercial Finance Business Partner

CONTRACT TERM: Permanent

LOCATION: ABBA Voyage Arena/Head office (central London)

REPORTING TO: Head of Commercial Finance

HOURS: Full-time

ABOUT US:

ABBA Voyage is a concert like no other, blending cutting-edge technology, spectacular lighting, and some of the most beloved songs ever written. Since the custom-built arena opened in May 2022, the show has delighted more than 2 million visitors from across the world and as we continue to build on the success of the London show and with rapidly expanding growth plans, the journey is only getting started. We are looking for talented and passionate individuals to join our already world-class team. This is a rare opportunity to be part of something truly iconic and really make your mark. If you'd like to take your career to the next level, we'd love to hear from you!

See what audiences have been saying about the show: <https://www.instagram.com/p/CghOCTIDdy3/>

ROLE OVERVIEW:

As the Commercial Finance Business Partner, you will be part of the growing London team. Besides your day-to-day interactions within finance, you will also be working closely with the teams at the local arena level, the commercial and ticketing divisions, as well as senior management. The CFBP will have a broad remit to provide intelligence and insight to drive an ambitious business strategy and to contribute to the forecasting process.

This is a brand-new role, and a rare opportunity to gain insight into strategy building and be part of something right from the beginning.

KEY ROLES AND RESPONSIBILITIES:

International Strategy

- Support the Head of Commercial Finance by maintaining the Long Term Business Plan (LTBP) for the Group. This will include:
 - understanding current production & operating budgets and being able to apply territory specific assumptions for revenue and cost base calculations
 - calculating ticketing and other revenue streams by understanding their drivers and applying local territory and industry based assumptions
 - model recoupment calculations and other deal terms to determine implications on take-home profit for various stakeholders
 - produce expected cashflow for the LTBP
 - model different partnership deals and JV options for expansion of the international business.
- Fast turnaround of modelling complex business decisions; producing sensitivity analysis & modelling impact on investor returns and cashflow.
- Prepare commercial strategy board & investor packs for Board meetings and Audit Committee meetings.
- Adhoc reporting as required.



FP&A

- Be instrumental in developing the processes and procedures for the creation of the 5 Year Plan and it's respective cashflow requirements.
- Lead the creation of the 5 Year Plan presentation which will be presented at the Board and Audit Committee.
- Contribute to quarterly forecasting of annual cost and revenue budgets by partnering with budget holders.
- Take responsibility for partnering with several stakeholders & their individual P&L line items by working with them to produce annual budget and quarterly forecasts.
- Contribute to the development of the forecast & analysis pack that distils complex analysis into an easy to understand story for senior management to use.
- Inform and support decisions made in the annual budget and the quarterly forecasting process, by identifying any need for course correction through analysis of department submissions.

Project / Business Partnering

- Keep in regular discussion with business leaders to identify the need for commercial finance support or where a challenge of "status quo" thinking with data lead insights may be required.
- Contribute to the creation of a centralised data and insights function to support business wide decision making.
- Analyse multiple sources of sales and customer data to deliver meaningful insights to drive measurable outcomes.
 - Collate and analyse data from internal and third-party sources, including ticket agents, our partners, ABBA Voyage Members Hub Portal, customer surveys as well as external related industry data.
- Present findings and recommendations to senior management and stakeholders in a clear, concise and actionable manner.
- Keep updated on the latest industry trends and any new revenue management techniques.
- Use current data to help develop an international strategy for launching in new markets. Work with Ticketing, Marketing and Commercial teams to inform their international strategy.
- Consolidate and normalise international data and standardisation of reporting as the business expands globally.
- Model & support commercial deal structures for the London business by working hand in hand with the commercial team to ensure all financial implications are understood and our business interests are looked after.

ABOUT YOU:

- Experienced Finance Business Partner or Commercial Analyst, with 5+ post qualified years relevant experience working in a commercially focussed or business intelligence environment.
- High EQ: Empathetic and patient but able to challenge; build relationships quickly and have influence with senior stakeholders
- It is essential that you are proactive and a self-starter who is enthusiastic to solve problems.
- Qualified ACA, ACCA, CIMA or ICAEW pathway
- Strong project management skills with the ability to manage multiple tasks and projects simultaneously with good organisational and time management skills.
- Experience with data analysis tools
- Advanced proficiency in Microsoft Excel (Use of INDEX, MATCH, INDIRECT, Pivot tables etc) as well as exceptional financial and analytical modelling skills
- A confident personable approach to business partnering with strong communication skills and the ability to work with C-suite executives & professionals from a non-finance background.
- A passion for working in a start-up environment; someone who is highly adaptable.
- Experience and comfortable working in a fast paced small team in a hands-on role
- Experience using accounting software and ledgers



- A strong attention to detail.
- Advanced PowerPoint presentation skills.
- A desire to work collaboratively with the finance team, CEO and other HODs to help create cross functional alignment on commercial strategies.
- Experience analysing complex business arrangements.

DESIRABLE BUT NOT ESSENTIAL – any of the following would be advantageous:

- Experience within the entertainment, brand or agency marketing sectors
- Experience of dealing with ticketing, royalties and licenses
- Experience of working in a start-up environment and implementing new reporting systems
- An understanding of reporting on volume revenues and contractor partnership income.
- A familiarity with a variety of business models – including licensing, ticketing, and sales.
- Experience working with Sales and Marketing teams

DIVERSITY AND INCLUSION STATEMENT

Here at ABBA Voyage, we strive to be a business where difference is valued and everyone is able to thrive in a culture of equality, inclusion and belonging. We are committed to providing a truly inclusive environment that reflects today's society, where everyone is able to bring their true selves to work, and where diverse voices and backgrounds are valued, heard, and well-represented.

ABBA Voyage welcomes applications from all sections of society. We are committed to equal employment opportunities regardless of race, religion, or belief, ethnic or national origin, disability, age, citizenship, marital, domestic, or civil partnership status, sexual orientation, gender identity or any other basis as protected by applicable law. If you have a disability or additional needs that require accommodation, please do not hesitate to let us know at the point of application.

BE YOUR BEST STATEMENT

We want everyone to make the most of the opportunity to shine and showcase their talents, so we are happy to make adjustments in the recruitment process so you can be your best! Please don't hesitate in discussing any specific requirements with us, or if you would feel more comfortable, you can email us confidentially at peopleteam@abbavoyage.com to let us know how we can support you.

OUR VALUES

Brave and Respectful

We take great pride in ourselves and what we do. We deliver our very best for each other, our guests, our partners and our community. We create value, but not at any cost, so we're never cheap and never greedy. We think it's better to try and sometimes fail, than not try at all. We make decisions based on what we believe is the right thing to do, to ensure we make a positive impact and truly represent ABBA.

Better Together

We believe in welcoming people just as they are – unique human beings – and accepting them with open minds. We know it takes every one of us to create the ABBA Voyage experience, which is why no one's more important than the other. We expect everyone to make each other feel seen and appreciated, and work as a collective. It's the shared connections and sense of togetherness we build that makes ABBA Voyage such a meaningful communal experience.

Like No Other

We are passionate about always moving forwards and going beyond expectations – our own, our company's, our audience's, our communities' – to be part of something you can't quite put into words. We see any challenge as an opportunity to learn, to try new things, and to inspire and make a difference. There's a magic about ABBA Voyage that is achieved by using our imagination to make all our interactions extraordinary.