

Role Profile

Job Title	Head of Data Product Commercialisation
Grade	C1
Department	Commercial Operations
Directorate	Customer and Business Development
Role reports to	Director for Customer and Business Development
Role Purpose	RoS is continuing to develop its approach to data licensing and customer data products as part of the commercial strategy, ensuring that licensing arrangements support high-quality customer service, responsible data reuse, digital innovation and sustainable commercial growth. As RoS develops new ways to share and deliver data, including digital and API-enabled services, this role will lead the development of a clear, evidence-based customer data product roadmap as part of the commercial strategy. The role will provide authoritative specialist commercialisation and licensing expertise to shape future priorities, sequence delivery, strengthen route-to-market options and lead the conceptualisation and marketisation of new and existing customer data products. The postholder will work closely with the client account function to ensure customer insight, account intelligence, service feedback and commercial opportunities inform the customer data product roadmap and route-to-market activity, and line management responsibility is likely as the function and operating model develop. They will work collaboratively with colleagues within and outwith RoS, including the Senior Statistician, property and land data experts, commercial, legal, digital and customer specialists, to conceptualise customer data products that meet customer needs and support responsible, evidence-based use of RoS data, working with DDAT and other delivery partners to develop them into practical products and services. They will provide matrix leadership through collaboration across multidisciplinary teams, lead supplier relationships related to data licensing contracts, and hold responsibility for the data licensing and strategy budget, ensuring resources and delivery plans are aligned to the agreed customer data product roadmap and commercial strategy. The postholder will work closely with DDAT and other delivery partners to turn roadmap priorities and product concepts into deliverable data products and services, and will work closely with the client account function to support marketisation, route-to-market activity, customer engagement, sales opportunities and income generation. The postholder will act as the subject matter expert for reviewing, improving and assuring data licensing arrangements, ensuring RoS has a coherent customer data product roadmap that translates customer insight, commercial opportunity, specialist data expertise, policy considerations and delivery constraints into practical priorities, milestones and decisions.

Location	Hybrid working model. Contractual base either at Meadowbank House, Edinburgh (EH8 7AU), or St Vincent Plaza, Glasgow (G2 5LD). You will be expected to occasionally visit either of these office locations to support business needs.
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JOB DESCRIPTION	
Main duties/tasks	• Lead and coordinate data licensing review activity. Provide specialist advice on data licensing approaches across public, commercial and digital service contexts, working with internal colleagues and external advisers where appropriate to support effective delivery. • Own the development of the customer data product roadmap as part of the commercial strategy. Lead the development of a clear organisation-wide roadmap for customer data products, licensing approaches and commercialisation, ensuring priorities are practical, sequenced, proportionate and aligned with strategic, customer and commercial objectives. • Translate roadmap priorities into improved licensing approaches. Identify, prioritise and drive opportunities to simplify and improve licensing arrangements, ensuring changes are sequenced through the roadmap and support customer needs, responsible data reuse, effective delivery and sustainable commercial growth. • Provide authoritative strategic advice on routes to market. Provide expert advice and evidence-based recommendations on route-to-market options for new and existing data products, considering customer needs, delivery models, partnerships, risk, value and commercial opportunities. • Lead roadmap-led conceptualisation and marketisation of customer data products. Lead cross-functional work with colleagues within and outwith RoS, including the Senior Statistician, property and land data experts, commercial, legal, digital and customer specialists, to conceptualise new and existing customer data products and services, work with DDAT and other delivery partners to support development into deliverable solutions, and lead marketisation activity so that licensing, pricing, delivery, data quality, customer, supplier, policy and commercial considerations are reflected from the outset. • Influence and lead delivery across RoS and with external partners. Provide expert advice, professional leadership and constructive challenge to multidisciplinary teams including Commercial Services, Legal, Data & Analytics, Digital, Business Development, the Senior Statistician, property and land data experts, and relevant external partners, influencing decisions and enabling delivery across live projects and programmes. • Ensure robust governance and assurance. Ensure licensing and data product approaches are evidence-based, proportionate, responsibly managed and aligned with relevant legal, commercial and public sector considerations, escalating risks and recommending mitigations where required. • Produce clear, evidence-based roadmap recommendations. Own the development of high-quality analysis, options appraisals, prioritisation proposals and recommendations to support senior decisions on the customer data product roadmap, licensing approaches and future commercial opportunities.

	• Work closely with the client account function. Work closely with the client account function to ensure account insight, customer relationships, service feedback and commercial opportunities inform the customer data product roadmap, marketisation activity, customer outcomes, income generation and continuous improvement. • Manage the data licensing and strategy budget. Hold responsibility for the data licensing and strategy budget, ensuring resources are planned, monitored and prioritised effectively to support delivery of licensing, the customer data product roadmap and commercial strategy, while demonstrating value for money and appropriate financial control. • Provide collaborative leadership across multidisciplinary delivery. Provide leadership, coordination and direction through collaboration with colleagues across Commercial Services, Legal, Data & Analytics, Digital, Business Development and operational areas, ensuring shared priorities, clear responsibilities, effective delivery plans and timely resolution of issues, dependencies and risks. Lead supplier relationships for data licensing contracts. Lead and manage supplier relationships connected to data licensing contracts, ensuring contractual obligations, service expectations, performance measures, risks and commercial opportunities are actively managed in line with RoS governance, value-for-money requirements and customer outcomes.
Leadership responsibilities	• People leadership- Lead and develop teams by driving performance, fostering inclusivity, and managing people-related risks. Oversee succession planning and handle employee relations cases, including grievances and disciplinaries. • Contacts and communication- Actively manage key external relationships and build networks to support RoS and public sector goals. Engage in internal forums, representing and advocating for RoS across the organisation. • Management of resource- Oversee and optimise allocated resources, ensuring efficiency and accountability. Prepare and present business cases to support informed decision-making within RoS. • Risk and reporting- Take responsibility for identifying and managing risks at all organisational levels, including strategic and operational. Support incident management and ensure the accuracy of externally published reports to protect reputation. • Delivery, impact and outcome realisation- Drive organisational change and strategic objectives through effective communication, decision-making, and delivery of plans. Lead and participate in governance groups, ensuring robust policy development and assurance.

Essential criteria

Behaviours	• Communicating and Influencing • Seeing the Bigger Picture • Changing and Improving • Making Effective Decisions
Technical skills	• Expertise in data product commercialisation and licensing. Significant experience developing, commercialising or managing data-driven products or services, with strong understanding of data licensing models and contractual approaches, and the ability to assess their suitability, risk, customer impact and organisational implications across public and/or commercial contexts. • Strategic roadmap development, senior advisory and collaborative product leadership capability. Proven ability to analyse complex arrangements and synthesise them into clear roadmaps, frameworks, options appraisals and evidence-based recommendations, acting as a trusted adviser to senior stakeholders, influencing strategic decisions, and working with multidisciplinary specialists within and outwith the organisation to conceptualise customer-focused data products, support their development with DDAT and delivery partners, and shape route-to-market and marketisation activity. • Commercial, financial, supplier and customer focus. Strong commercial and financial awareness, with the ability to balance customer experience, legal and reputational considerations, supplier performance, contractual obligations, risk, budget responsibility, value for money and revenue or value generation when designing or recommending data product, licensing and route-to-market approaches.
Experience	• Stakeholder engagement and collaborative product conceptualisation. Excellent stakeholder management skills, with a proven ability to influence across organisational boundaries, build effective relationships with legal, commercial, technical, statistical, policy, property and land data specialists, and communicate complex technical or legal concepts clearly to non-specialist and senior audiences. • Experience working with public sector, statutory or otherwise regulated data environments, including responsibility for considering governance, transparency, policy and public value considerations in practical delivery. • Experience translating legal or contractual frameworks into roadmap-led delivery, including practical, customer-facing or operational solutions, and leading organisational change or collaborating with client account and multidisciplinary delivery functions arising from new licensing, commercial strategy or customer data product roadmap priorities. • Exposure to pricing models for data products or API-enabled services, commercial negotiations, partnership models, customer/supplier agreements, supplier relationship management, data licensing contracts, and budget planning or financial management relating to data, licensing or digital products.