



AARON HUDSON

COMMERCIAL DELIVERY & PARTNERSHIPS MANAGER

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KEY ACHIEVEMENTS

- 💎 Delivered contract mobilisations valued up to £400m involving 18 concurrent workstreams.
- 💎 Reduced product time-to-market by 73% through creation of an organisation-wide Go-To-Market framework.
- 💎 Delivered £1.4m operational impact through improved governance and portfolio management.
- 💎 Managed programme budgets up to £7m across complex operational transformations.
- 💎 Successfully launched six strategic products within twelve months.
- 💎 Reduced customer onboarding from 2.4 days to under one day across 146 implementations.

CERTIFICATIONS

- 🎓 PRINCE2 Practitioner | Axelos Global
- 🎓 PRINCE2 Foundation | Axelos Global
- 🎓 Project Management in F1 | Motorsport Engineer

PROFILE

Commercial Delivery & Partnerships Manager with 5+ years' experience delivering commercially critical programmes, product launches and business transformation across technology, automotive and private equity-backed organisations. Experienced coordinating Executive & Shareholder stakeholders, customers, suppliers and cross-functional teams to deliver strategic initiatives against fixed deadlines.

Proven track record **leading mobilisation of contracts valued up to £400m**, managing **budgets up to £7m** and coordinating **18 concurrent workstreams**, bringing structure, clarity and commercial focus to complex delivery environments.

Recent achievements include creating an organisation-wide Go-To-Market framework that **reduced product time-to-market by 73%**, **enabling six successful product launches**, redesigning customer onboarding across 146 implementations, and **delivering £1.4m operational impact** through improved governance and delivery.

Alongside my professional career, I support the delivery of a four-day public event welcoming approximately **20,000 attendees**, coordinating volunteers and operational logistics, and will also be **volunteering at the 2026 Formula E London E-Prix**.

Now seeking commercial partnerships, sponsorship and client delivery opportunities within motorsport and global sport, where structured execution, relationship management and operational excellence help partners maximise commercial value.

EXPERIENCE

PMO Manager

2023 - PRESENT

tmGroup, Swindon

- Developed an organisation-wide Go-To-Market framework aligning commercial, product, marketing and technology functions to successfully launch six strategic products while reducing product time-to-market by 73%.
- Delivered a group-wide Microsoft Business Central transformation, coordinating Finance, Technology and external implementation partners through planning, testing, data migration, cutover and go-live.
- Redesigned customer onboarding processes, reducing implementation times from 2.4 days to under one day across 146 customer implementations, improving customer experience whilst reducing operational effort.
- Established governance, reporting and delivery standards across a £1.9m strategic portfolio, improving Executive decision-making and generating £1.4m operational impact.
- Produce monthly Executive, Board and Shareholder reporting, presenting delivery progress, risks, financial performance and strategic recommendations.

COMMERCIAL EXPERTISE

- ★ Partnership & Stakeholder Management
Built trusted relationships across Executive teams technology partners, suppliers, manufacturers and customer organisations, ensuring alignment across complex programmes involving multiple internal and external stakeholders.
- ★ Commercial Delivery & Cross-Functional Delivery
Lead cross-functional initiatives spanning Commercial, Product, Marketing, Development, Finance and Data teams, translating strategic objectives into structured delivery and successful implementation.
- ★ Commercial Reporting & Executive Engagement
Produce Board, Executive and Shareholder reporting using Excel, Power BI and Salesforce, presenting delivery performance, commercial insights and strategic recommendations.
- ★ Customer Experience & Continuous Improvement
Identify operational bottlenecks, redesign delivery processes and improve customer journeys through data-driven analysis and continuous improvement methodologies.
- ★ Commercial Delivery & Launch Execution
Delivered six strategic product launches by aligning commercial objectives with operational delivery, coordinating cross-functional teams and ensuring successful market readiness.

TOOLS

Microsoft Excel (Advanced)
Power BI
Salesforce
MS Project
Azure DevOps
Jira
Confluence
Smartsheet
Microsoft 365

LANGUAGES

English	Native	★★★★★
French	Advanced	★★★★☆

EXPERIENCE

- Projects & Continuous Improvement Manager
Rivus, London2021 - 2024
 - Led the mobilisation of six newly awarded contracts within a £400m Metropolitan Police transformation, coordinating 18 concurrent workstreams across engineering, supply chain, operations and customer teams.
 - Compressed contract mobilisation from 18 months to 9 months while successfully delivering every contractual go-live milestone.
 - Managed a £7m mobilisation budget alongside multiple suppliers, ensuring infrastructure, logistics and operational readiness across six secure sites.
 - Worked closely with Executive stakeholders, customers and external suppliers to manage governance, programme risks, reporting and operational performance throughout delivery.
 - Used data analysis and Continuous Improvement methodologies to improve delivery performance and remove operational bottlenecks.

- Workshop & Technical Operations Leadership
Rivus / BT Fleet / Ford / Toyota2014 - 2021
 - Led customer-facing operational teams of up to 28 colleagues, improving productivity by 30% while maintaining customer satisfaction and commercial performance.
 - Built strong relationships with manufacturers, auditors, fleet customers and suppliers while maintaining contractual and operational standards.
 - Achieved nationally recognised customer satisfaction performance including Top 10 nationally and Top 3 regionally.
 - Delivered operational improvements balancing customer experience, commercial performance and operational efficiency.

EVENTS EXPERIENCE

- Events Coordinator (Volunteer)
Hastings Traditional Jack in the Green
 - Coordinate planning and operational delivery of an annual four-day public event welcoming approximately 20,000 attendees, coordinating volunteers, schedules and operational logistics.
 - Oversee event setup and breakdown activities, ensuring seamless execution across multiple locations.
 - Manage signage, road closures and visitor flow activities, supporting a safe and enjoyable attendee experience.
 - Resolve operational issues in real time, adapting plans to maintain event schedules and visitor experience standards.