Motability Operations

About the role

Role
Market & Risk Forecasting Lead

Location and hours
London
35 hours per week
Hybrid working with minimum 3 days per week in the office

Band
Senior Expert (individual track)

Salary
Competitive salary, plus benefits

What you'll be doing
The Market & Risk Forecasting Lead will own Motability Operations' quantitative outlook for the UK automotive market and used-vehicle market, providing the economic and market forecasting that underpins our view of future vehicle values.
Sitting at the intersection of economics, quantitative modelling, automotive markets and financial risk, you will combine econometric analysis, market evidence and expert judgement to develop our central market outlook, sensitivities and alternative scenarios.
The outputs of this role inform some of Motability Operations' most financially significant decisions, including residual value assumptions, pricing, fleet valuation, provisions and portfolio risk management across the UK's largest car leasing fleet.
You do not need to come from the automotive industry. We are particularly interested in people with strong backgrounds in economic forecasting, quantitative risk, asset-value modelling or applied econometrics who are interested in applying those skills to the automotive market.

You will report to the Head of Residual Value & SMR Risk within the Asset Risk Division.

As part of the role, you will:

- **Own Motability Operations' quantitative outlook for the UK automotive and used-vehicle market**, including the central forecast, key assumptions, sensitivities and alternative scenarios that underpin our view of future vehicle values.
- Analyse how macroeconomic factors such as economic growth, inflation, employment, interest rates and consumer affordability influence vehicle values.
- **Work with the Risk Modelling Team, who operate and maintain the underlying forecasting models, to ensure model outputs appropriately support the market outlook and the decisions that rely upon it.**
- Define the economic and market assumptions, scenarios and analytical questions that need to be reflected through the forecasting models.
- Review and challenge model updates and outputs presented by Risk Modelling, combining quantitative evidence with automotive market intelligence and expert judgement to determine the implications for the overall outlook.
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- Assess whether historical relationships and model outputs remain appropriate as economic conditions, consumer behaviour and the automotive market evolve.
- Translate modelling outputs and wider market evidence into a clear, coherent market narrative for senior stakeholders and decision-making forums.

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- Provide key forecasting inputs into quarterly Residual Value Reviews and fleet revaluations across our vehicle portfolio.
- Work closely with Residual Value analysts to ensure top-down economic and market forecasts are appropriately reflected in vehicle-level assumptions.
- Partner with Pricing, Finance, Risk, Data & Insight and other teams to understand the commercial and financial implications of changes in the outlook.
- Work with Risk Modelling to identify opportunities to strengthen forecasting methodologies, including requirements for model development, back-testing, sensitivity analysis and assessment of structural market changes.
- Ensure forecasting models and assumptions are appropriately governed, documented and subject to effective review and challenge.
- Monitor developments in the economy and automotive market, identifying emerging risks and assessing whether historical relationships remain appropriate.
- Engage with external economists, industry bodies, data providers and market experts where appropriate to challenge and strengthen our outlook.
- Promote best practice in quantitative forecasting, model governance and knowledge sharing across Asset Risk.

About you

You are comfortable developing and challenging models, but equally comfortable explaining what the results mean to senior stakeholders who may not have a technical background.

You are likely to have experience in areas such as economics, financial risk, credit/market risk, asset finance, insurance, transport, energy, consulting or another environment where long-term forecasts inform material business decisions.

You will bring:

- Strong experience in quantitative forecasting, economic modelling or financial risk analysis.
- A good understanding of macroeconomics and how economic variables can influence markets, consumers and asset values.
- Practical experience using statistical or econometric techniques such as regression, time-series analysis, scenario modelling or stress testing.
- Experience assessing model performance through validation, back-testing, sensitivity analysis and appropriate diagnostic testing.
- Strong analytical judgement, including an understanding of the limitations of models and when additional evidence or expert judgement may be required.
- The ability to translate complex analysis into a concise and compelling commercial story.
- Confidence presenting forecasts and recommendations to senior stakeholders and responding constructively to challenge.
- Experience working across teams to deliver complex analytical outputs to fixed deadlines.
- Strong data and analytical skills. Experience with tools such as Python, R, SQL, Snowflake, Excel or similar analytical software would be beneficial.
- Curiosity about markets and a willingness to develop deep knowledge of the automotive sector.
- You will be someone who enjoys combining quantitative analysis with commercial judgement.

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Minimum criteria

You'll need:

- Significant experience of quantitative forecasting, economic analysis, risk modelling or applied statistical modelling in a commercial environment.
- Experience developing, interpreting or validating models used to support material business decisions.
- Experience translating quantitative analysis into clear recommendations for senior stakeholders.

Previous automotive or residual value experience would be advantageous but is not essential.

Who you'll be working with

You will work closely with the Head of Residual Values and the wider Asset Risk leadership team, alongside colleagues across Residual Values, Data & Insight, Risk Modelling, Pricing, Finance, Vehicle Remarketing and Technology.

You will also work with automotive market analysts and external experts, combining quantitative modelling with detailed market intelligence to develop a robust view of future vehicle values.

We're Motability Operations

About us

We're the company behind the Motability Scheme. We exist to deliver smart, sustainable solutions that improve our customers' mobility in a fast-changing world. We're the UK's largest car leasing company and we help over 800,000 people get on the road.

We employ over 1800 people, across London, Bristol, Edinburgh, and Coalville. We know our people are key to our success, so we aim to create an environment that allows our employees to flourish. We look for highly motivated people with a combination of commercial sense and real enthusiasm to meet our customers' needs.

What we do

We lease a wide range of tailored mobility solutions to people who receive of one of the Government's qualifying mobility allowances. Our customers choose a car, Wheelchair Accessible Vehicle (WAV), scooter or powered wheelchair that best suits their needs. We take care of their insurance, breakdown, servicing and more, as part of our worry-free package.

At the end of the lease, our customers can exchange their vehicle for a brand-new model. Each year we sell and move around 200,000 cars. This makes us the largest supplier of single-source vehicles back into the used car market.

The Scheme has been providing affordable, worry-free motoring for over 45 years. We pride ourselves on delivering outstanding customer service, with an independent customer satisfaction rating of 9.6 out of 10.

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How we work
We work in a hybrid way. That means remotely for up to two days each week and in our great office spaces the rest of the time. This gives us a good work/life balance and lets us collaborate and deliver for our customers. Visit our website to find out more.

We do our best to accommodate part-time and flexible working requests, where possible, to build on our culture of trust, empowerment, and flexibility.

Our beliefs and values
We believe in building a diverse workforce, where our people are empowered to attend work as their true selves. We encourage people from all backgrounds to apply.

We want to sustain a nurturing culture. And our people to be rewarded equally, regardless of race, national or ethnic origin, sexual orientation, age, disability, or gender.

Our values are at the heart of everything we do:

- We believe no one should be left behind → We find solutions
- We believe we must take the lead → We drive change
- We believe everything starts with the customer → We care

What we can offer you

Pay: competitive salary, with a yearly discretionary bonus, based on your performance

Holiday: 28 days, and you can buy and sell days

Pension: 15% non-contributory pension (9% during probation)

Health and wellbeing: Private Medical Insurance cover available for all employees and free health screenings for over 50s. Life assurance at four times your basic salary, to give you peace of mind. Free access to healthcare apps like Peppy, Unmind, and Aviva Digital GP. Mental Health Allies and an Employee Assistance Programme

Development: A library of internal training on our myLearn platform

Family friendly: We have competitive family leave policies

Diversity and inclusion: We embrace the diversity of our people and empower them to come to work as their true selves. We want them to flourish and be rewarded equally. We have Employee Network Groups, and we pride ourselves on being inclusive and all our offices have first-rate disability access

Helping our community: One volunteering day each year, and access to volunteering platform Neighbourly

Schemes: Car Benefit Scheme for electric and hybrid cars. This means you can lease a brand-new electric or plug-in hybrid car, with insurance and more, for a fixed monthly amount. Cycle to Work Scheme. Employee Discount Scheme, to save money across lots of retailers

Other, voluntary benefits: charitable giving, critical illness insurance, dental insurance, health and cancer screenings for you and your partner, discounted gym memberships and season ticket loans, free fresh fruit and snacks in the office

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