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# Example of Account Manager Commercial Job Description

Our company is growing rapidly and is hiring for an account manager commercial. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account manager commercial

* Ensure that applications received are accurate and timely
* Ensure authorisations for payments are made within the contractual timescales
* Ensure that any variations to scope of work or value of work are communicated to supplier and acted upon accordingly
* Continuous review of subcontractor rates including regular market tests to lower the CSE cost base
* To be the commercial point of contact for liasion with Subcontractor Compliance / Performance Management teams
* Ensure that apps & certs suppliers identify all chargeable works for onward utilisation by billing teams
* Resolve all supplier payment disputes
* Provide all statistical information and management information on supplier spend
* Management of client approvals & order placement, including regular client updates
* Manage the Contract Change Notification and Valuation Process in respect of suppliers

## Qualifications for account manager commercial

* Customer / subcontractor relationship management & liaison with account teams
* Actively provide line management function to direct reports, setting objectives, 1
* Exhibit aptitude with financial analysis and models, including proficiency in working with various financial spreadsheets, forecasting, NPV, capital valuation, internal rates of return
* Creatively and aggressively seek new customer deals, demonstrating a high level of know-how in prospecting and lead generation
* Negotiate transactions and long term commitments
* Lead ad hoc teams in determining asset solutions that solve customer’s logistics problems