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# Example of Account Manager Commercial Job Description

Our company is looking for an account manager commercial. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account manager commercial

* Prospects, qualifies and sells new authorized York dealers in assigned territory
* Utilizes and trains dealers in all programs, processes and procedures, co-op, warranty, ordering
* E-Commerce-connected sales position
* Understanding and experience of managing a PFI contract from a commercial perspective
* Conducting benchmarking exercises
* Identifying variations and reporting/managing as necessary
* Attending meetings with the client, SPV and any other relevant stakeholders
* Reporting to contractual standards, on time and meeting the requirements of the contract
* Identifying monitoring and reporting on risks, supporting the management and mitigation of risks at all levels
* Operational, commercial, technical etc)

## Qualifications for account manager commercial

* Selling business to business a plus
* Energy management (commercial) reporting
* Working with other parties (building contractor, ICT contractor)
* Building opportunity and entitlement maximisation in operational processes
* Assisting bid teams as necessary in understanding pricing or mitigating bid risks
* Maximising the opportunity of success