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# Example of Commercial Cards Job Description

Our growing company is looking to fill the role of commercial cards. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for commercial cards

* Managing the development of customers through close collaboration with the Marketing Communications team and Retail & Commercial Distribution channels
* Be the relationship leader of our North American bank client in broad and general terms, in charge of managing the partnership, its contracts, providing sales support, meeting and presenting to final corporate clients, and responsible for growing the business
* Build relationships at Executive Board level with industry partners (Travel Management Companies, Technology Companies and Financial Institutions to gain market share and build the Brand
* Develop regional business strategies around DCI corporate product set and working with DC franchise senior management to develop and execute local sales and Corporate marketing strategy
* Provide intensive sales support to bank partner and often presenting directly to the clients client
* Bring insights for the development of new products, identifying opportunities for growth and driving adoption of new products
* Serve as the Commercial Card products champion for Latin America, providing additional support and leadership to the other relationship managers in the region in order to help them grow their business
* Support the application during QA, UAT cycles
* Teach client insights on new or emerging Commercial Cards issues along with opportunities that impact their business, industry or market
* Execute individual sales activity plan, reviewing results to plan for discussion at monthly/quarterly intervals and adjust activities as required to achieve plan

## Qualifications for commercial cards

* Knowledge of VIS / SDOL reporting system (is a plus)
* Commercial Cards Issuing/Acquiring experience is required
* SB and Commercial Card Issuing/Acquiring experience is required
* A minimum of 8 to 12 years business experience including sales and/or relationship management
* Experience / knowledge of accounting, reporting and data solutions (1C and alike) is preferred
* Be responsible for Commercial Card Products for the US