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# Example of Commercial Controller Job Description

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

## Responsibilities for commercial controller

* Prepare comprehensive budgets, forecasts and analysis for all commerce channels
* Lead processes for turnover management & internal controls
* Proactively present suggestions for process/business improvements and assume accountability for implementation of relevant initiatives
* Provide direct line leadership, coaching and development for team
* Ensure compliance audits are completed
* Ensure all mandatory reporting requirements are met
* Work with local business team and legal to review all the non standard contracts to make sure all non standard terms comply with company policy
* Take the lead on annual credit review on the effectiveness of credit control process
* Highlight issues in credit control process and give recommendation for correction to management team
* Properly assess commercial risks for business model/sales contract/ project and set control process and test the results

## Qualifications for commercial controller

* Lead projects in times of change and delivered benefits
* Knowledge of IFRS, and regulatory reporting Skills
* Committed and self motivated, with proven ability to execute
* Visionary, strategic and tactical mindset
* Team player – willing to put the team before self
* Qualified CIMA / ACCA