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# Example of Commercial Development Job Description

Our growing company is searching for experienced candidates for the position of commercial development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for commercial development

* Manage activities to identify markets, licensing opportunities, and determine the feasibility of product development
* Manage the assessment of potential business opportunities through activities such as market and economic analysis, monitoring competitive activity and identifying customer needs
* Manage and influence the preparation of opportunity capture plans, win strategies, proposals, business plans, proposal work statements and specifications, operating budgets and financial terms/conditions of contract(s)
* Prepare and deliver technical presentations and lead technical discussions at both small and large audience venues
* Understanding/interpreting existing electrical and general engineering documentation
* Coordinating and interacting with CAD group and others to modify documentation per customer needs
* Navigating through document/product management software (Windchill and SAP) to access required procedures and documents
* Updating product documentation to reflect design changes
* Write server-side and client-side code for e-commerce applications
* Work closely with Product Owner to derive technical solutions from business requirements

## Qualifications for commercial development

* Maintain metrics for key communications programs aligned with BU metrics
* Support Consumer Electronics Retail Segment with presentations and live demonstrations in the field with Retailer Training and Events
* An under/post graduate degree in a business, commerce, finance or accounting-related discipline
* Leads VCI sales regions in development, implementation and tracking of regional commercial credit objectives
* Ensures strategic alignment of commercial finance sales activities through coordination of departmental objectives with Commercial Credit Department
* Support interface between Region Directors and Public Ownership Groups