Downloaded from <https://www.velvetjobs.com/job-descriptions/commercial-development>

# Example of Commercial Development Job Description

Our company is hiring for a 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

* Being an active contributor of idea sharing, brainstorming sessions
* Build analytical tools to formulate and deliver meaningful recommendations to customers on optimizing their AWS usage
* Educate and enable our largest customers so that they can self-serve and are no longer reliant on “hands-on” support
* Gather insights from the business, develop opinions and present solutions to Business Development and Sales leadership, and be the advocate internally for customer experience issues
* Help define and improve processes and systems for customer experience
* Work with Head of Commercial Development to s et guidance for pricing and agreement terms and conditions
* Engage with Project Managers, Solution Architects, and Technical Architects to understand day-to-day requirements for solution delivery
* Oversee development and delivery of committed projects to meet agreed upon time, cost and quality requirements
* Build solutions that meet requirements outlined in the design documentation
* Serve as initial point of escalation for any development issues and risks

## Qualifications for commercial development

* Commercial Finance lending & management experience with $1B+ portfolio responsibility
* Prior direct automotive dealer contact sales experience
* Financial statement analysis for public companies
* Commercial credit underwriting experience
* Incentive program development experience
* Mid-market Commercial Credit Qualification with Limits, experience handling transactions within the $2.5M - $20MM space