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# Example of Commercial Engineer Job Description

Our innovative and growing company is looking to fill the role of commercial engineer. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for commercial engineer

* Create detailed test plans to certify vendor software loads and validate platform fixes prior to production deployment
* Create and maintain detailed architectural documentation for tandem core design, features, and certification history
* Travel requirement approximately 15% (domestic and international)
* Develop high performing, scaling and innovative solutions
* Perform change management activities like stakeholder communication and end-user training
* Create systematic designs for Salesforce.com and Oracle CPQ, maintaining CPQ system integrity
* Be responsible for sale products on OR (Off-Road) market especially for agriculture machine (global &local accounts) in China
* Achieve the annual plan of NR and GPM for individual sales
* Support market strategy in China, well understanding of business and customer's requirements
* Develop good relationship with customers to close new business maintain and enlarge existing business

## Qualifications for commercial engineer

* Other functions may be assigned apart from Specifier as required
* Responsible for proactive support to the consultant accounts
* Work with a current and evolving action plan designed to identify and meet all of the customer / consultant needs
* University degree from Control or Electrical & Electronics Engineering
* CCNP CCDP or similar vendor Certification Required
* Strong understanding of Collaboration, Security, SDN, server and desktop virtualization is also highly desirable