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# Example of Commercial Excellence Manager Job Description

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

## Responsibilities for commercial excellence manager

* Apply the Value Plus stage gate and score-carding process
* Coach Key Account Managers (“KAM”) on all aspects related to commercial excellence including Key Account Management, cross functional team development, negotiation strategy, identifying value opportunities and leakages
* Challenge during strategic and profitability account reviews of the “Middle Tier” and “Regional” accounts
* Organize and execute the post review “check-in” process
* Provide hands on support to KAM during major negotiations
* Support the creation and execution of communications plans on Value Plus initiatives to ensure visibility and participation throughout the business
* Responsible for tracking value generated by Value Plus Activities in Salesforce
* Share best practices and experiences with the Value Plus ARP team
* Responsible for key financial planning, reporting and analysis for Onshore region of OFC
* Initiate and develop process and technology analysis for the commercial organization, providing support to key commercial functions including customer operations, sales, marketing and product management

## Qualifications for commercial excellence manager

* Works with stakeholders to find and develop proven solutions to optimize process execution
* Contributes to the content of trainings and facilitates trainings
* Acts as project lead to implement changes
* Works in an international context with multiple stakeholders
* Strong sales and/or sales management experience
* Know-how in Learning Management Systems and in Customer Relationship Management Systems