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# Example of Commercial Executive Job Description

Our growing company is searching for experienced candidates for the position of commercial executive. 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 executive

* Coach Relationship Teams to prioritize highest value client/prospect opportunities and aggressively develop and implement action plans
* Work closely with the credit teams to balance the needs of the client/prospect with Bank credit standards, risk management practicesand profitability requirements
* Ensure the appropriate involvement of business partners with the core Relationship Teams to ensure client solutions are complete and value-added
* Continually provide guidance, feedback, and coaching for Relationship Teams
* Executing of effective Portfolio/Brand Deployment strategies to ensure market share growth and address local market challenges and opportunities
* Leading and co-ordinating implementation of commercial projects for assigned international brands
* Ensuring proper program preparation and support (resources, materials, timings) for commercial projects realization into Latvian market
* Performing comprehensive analysis of market and brands dynamics, proactively tracking and evaluating consumer trends in order to make recommendations for portfolio development
* Providing wide functional support to Portfolio Manager and field organization on programs deployment
* Oversee the management of overall portfolio risk and compliance management for the team

## Qualifications for commercial executive

* Five (5) years sales and financial experience in a commercial banking environment
* Five (5) years experience in evaluating and understanding complex company financials and other economic trends
* Five (5) years experience in structuring a good complex credit solution and guiding the credit process with the required parties
* Understanding of credit solutions - Internal networking or credibility
* Post graduate qualification or equivalent NQF level 7 qualification
* Actively seeking responsibility and is result driven