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# Example of Commercial Finance Manager Job Description

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

## Responsibilities for commercial finance manager

* Develop robust business cases for new investments
* Provide technical expertise in the development of risk management strategies and proposals for new and existing service contracts
* Lead key operating mechanisms to drive commercial execution across the business (QMI etc) via tracking of key commercial KPIs such as backlog coverage, convertibility rate, contribution margin, price and down payments
* Assist team in pricing analytics
* Ensure adherence to order and revenue recognition guidelines
* Ensure completion of discovery data in SFDC
* Partner during commercial negotiations
* Drive a robust Inquiry to Order (ITO) - Order to Remittance (OTR) hand over
* Drive Cash and Progress Collection turnover improvements
* Focus on payment terms, past dues, commercial disputes

## Qualifications for commercial finance manager

* Degree with at least 5 years of working experience in related function
* A Qualified Accountant (CIMA/CMA/ACCA) would be an advantage
* A proven track record in commercial finance
* The ability to effectively communicate and business partner with non-finance individuals
* Good attention to detail and technical knowledge
* Monitor budgets and spend to ensure accurate postings