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# Example of Commercial Lead Job Description

Our innovative and growing company is hiring for a commercial lead. 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 lead

* Participate in business deal structuring and contract negotiation
* Coordinate with inside counsel and outside counsel as required by role
* Provide general legal advice to managers and employees as needed
* Provide internal trainings on terms and conditions, compliance dispute management
* Work with other members of the team to identify and implement process improvements
* Manage the development of cost estimates and proposals to ensure effective timely completion, obtaining and evaluating competitive information on assigned bids
* Provide information and support to Sales to increase the value proposition of our product offerings
* Review target/market pricing and compare against current cost trends, competitive analysis, and market conditions
* Manage the transition upon award to project management including documentation and explanation of the contract package
* Participate in development of new business opportunities with customers through conferences, trade shows, site visits and/or budget pricing submittals

## Qualifications for commercial lead

* Understanding of Procurement Category Management and relevant processes
* Experience with significant cross-cultural exposure
* Understanding human and organizational behavior dynamics
* Demonstrated ability with working independently without direct supervision
* At least six years of Legal post-qualification experience or equivalent, preferably in a law firm or corporate Legal and contract management department
* Currently legally qualified to practice in a country in Asia or legally qualified prior to coming to an in-house position