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# Example of Commercial Leader Job Description

Our growing company is looking for a commercial leader. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for commercial leader

* Build web of influence across portfolio including active involvement in ACO client engagement strategy
* Provide insight on relevant customer, market, product and competitor information
* Support team members to accomplish results, trying different approaches to meet goals and taking responsibility for group failure and success
* Cover for the Head of Account Management as required in their absence
* Benchmark and develop internal expertise on the strengths and weaknesses
* Devise a commercial brand strategy for Biopharma and Biotech which incorporates our stand alone businesses to directly differentiate our operational and selling capabilities through detailed understanding of our client needs
* Ensure highest quality, industry leading and innovative approaches for our RFP’s and partnership processes as measured by hit rates and deliverability of proposals
* Ability to drive change in a highly complex matrix organization
* Develop strong relationships with business development team, sales team, key functional contacts and senior leaders from our stand alone businesses
* Provide innovative solutions to meet long-term goals for increased sales and collaboration across the Commercial, Finance and Ops teams

## Qualifications for commercial leader

* Commercially astute, customer-focused and business-driven
* Accountable, proactive and enthusiastic
* Analytical & disciplined in the use of CRM, Pipeline Management and Account Development Plans
* Ability to influence across the matrix, both internally and externally
* Acts as a change agent, demonstrating tenacity, drive and a sense of urgency to make things happen
* Senior B2B account management experience is essential, including a proven ability to successfully and profitably retain and grow business through existing customer portfolios