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# Example of Commercial Leadership Program Job Description

Our company is growing rapidly and is looking for a commercial leadership program. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for commercial leadership program

* Foster relationships and navigate internal business environment
* You will partake in three to four six-month rotational assignments advanced sales training, business and leadership courses, mentoring and career planning during two years
* Weekly Lunch and Learns on key biopharma business topics including senior level speaker series/panels on different commercial career paths at BMS
* Upon graduation of the program you will hold a permanent position as a Sales Representative responsible for one or multiple accounts in your country of initial hire
* Completing competitive intelligence projects to drive internal decision making through assessment of the competitive landscape, market saturation and new product launches
* Partnering with country marketing teams or sales teams to drive strategic initiatives and roll-out product materials to drive sales growth and greater product penetration
* Participants in a formal leadership program who are leading the field in the development, implementation and improvement of products and technologies that harness our resources such as wind, oil, gas and water
* Associates in the Commercial Leadership Program will be exposed to various aspects of Sales, Commercial Operations, Pricing, Product Management, Verticals and
* Master’s degree or equivalent working experience
* Passion and experience to make a commercial impact

## Qualifications for commercial leadership program

* Ability to drive to or fly to various meetings, attend meetings on a local and national basis, and training
* Proficient with office automation programs (PowerPoint, Excel, Word, Adobe)
* Has completed Bachelor of Engineering degree or higher program such as MBA or Masters (Electrical focus, Mechanical focus, Industrial focus, Computer Engineering and Technical/Applied Engineering degrees)
* Years of biotechnology, pharmaceutical or other health care industry experience
* Provide product management support for selected products repositioning an existing product line to experience the 4 P's in real-life, supporting brand launches or repositioning
* Experience with change leadership is preferred