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# Example of Commercial Management Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of commercial management. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for commercial management

* Perform contract signatures (by customers and by internal authorities) tracking and following with other stakeholders
* Support business management team to develop, implement and execute key reporting to be leveraged by all levels within MMBSI, senior management in CB and senior partners across the firm
* Actively participates in client proposal development, as required
* Undertake supplier due diligence and complete contract scoring
* Identify and mitigate contractual and commercial risk associated with 3rd Party Supplier products, software & services
* Develop and maintain high quality collaborative relationship across a range of global and local 3rd Party Suppliers
* Review alternative options to supplier issues and recommends solutions
* Maintain knowledge base of suppliers, their capabilities and remain current with marketplace offerings
* Manages regional customer retention goals including the development and execution of standardized processes and business plans
* Responsible for establishing and maintaining relationships with complex or larger clients and brokers

## Qualifications for commercial management

* Bachelor degree in Business Administration or Economics or Engineering
* Experience 5-10 years in analytical areas of Sales / Trade Marketing, Sales Controller / Finance / Planning or Consulting companies with experience in Sales / trade projects
* Knowledge on Commercial policies and customer management preferred
* Robust business knowledge and economics of different GTM models
* Experience with Marketing and trade marketing activation / deployment of trade terms and promotions
* High interpersonal skills (empathy and effective communication) teamwork and high thrust