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# Example of Commercial Manager Job Description

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

## Responsibilities for commercial manager

* Oversee contractual obligations from capture phase to contract closure - ensure that the contractual commitments undertaken are relevant and consistent
* Drafting accurate contract documentation and agreements (joint venture, partnership, confidentiality, consultancy, ) in a timely manner to meet business needs
* Work with business, product, and supply chain counterparts to develop overall market strategy
* Provide coaching, mentoring, and development to the team, reporting to Sales Director, Americas Region
* This position will be based in the United States and will require frequent travel to the Latin American region
* Will supervise 6-10 individuals
* To manage product lifecycles from recommending new product buy quantities to discontinuations
* To manage and maintain Product Assortment List product pricing
* Commercial Advisory role to the business unit, predominately Operations and Finance on commercial performance and optimization
* Responsibility for development, coordination and implementation of commercial components of the Annual Financial Plan

## Qualifications for commercial manager

* Carry out project reviews on key projects which have a material impact on the commercial and service delivery performance of the overall business and report to the Commercial Director
* Formulate action plans of necessary improvements to business processes and procedures to achieve efficiencies in the day to day running of business units
* Provide the necessary tools to the relevant business units to improve commercial processes and achieve localised ownership of projects
* Project manage action plans to ensure successful implementation against agreed deadlines
* Build up a “boilerplate” of standard “fixes” from lessons learned that can be customised, ensuring the application of these where required to reduce business risk
* Provide commercial support to local management teams during periods of commercial improvement / change