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# Example of Commercial Operations Manager Job Description

Our company is looking for a commercial operations manager. 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 operations manager

* Able to directly negotiate non-standard Terms & Conditions with customers
* Able to manage multiple proposals simultaneously
* Update deal information in Salesforce.com
* Provide input on simplification of commercial process internal interfaces and actively voice concerns
* Ensure process compliance related to customer facing policies and procedures
* Commercial lead for complex sales opportunities
* Customer facing to assess customer commercial/contractual requirements and the commercial flexibility required to win the sales opportunity
* Manage internal processes and the stakeholder groups to develop complex deal commercial construct
* Deal pricing and profitability responsibility - comprising of financial analysis, including cash flow modelling, profit/loss, Capex/Opex analysis, (where required and in conjunction with Finance)
* Ensure all stakeholder organizations have approved offers provided to customers and any negotiated terms of contract

## Qualifications for commercial operations manager

* Ability to develop solid interpersonal relationships through strong communication and problem solving skills required
* Must be Proficient with all Microsoft applications (Excel, Word, PowerPoint)
* Ability to negotiate, influence, take risks and communicate with senior business leaders, as in this role you are responsible for outcomes without the direct authority required
* Proven track record in interacting and influencing senior commercial business leaders
* This position is located in Horsham, PA and requires up to 20% travel.Marketing
* Significant experience in a commercial, ideally customer facing role eg