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# Example of Commercial Operations Manager Job Description

Our innovative and growing company is looking for a commercial operations manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for commercial operations manager

* Explore new technologies to innovate and help other team members in areas of data investigations, data conflicts, manual data steward queue
* Lead the transactional deal process having the ability to structure creative, commercially and technically sound quality deals fully manage associated contractual and technical issues that arise over the life of the project
* Ensure compliance of proposal scope with customer’s technical specifications of the commercial aspects of the proposal document (terms and conditions)
* Lead a team of Senior Development Managers and Development managers and have line management responsibility for a team of up to 500 colleagues
* Responsible for structural alignment to Head of Technology for Commercial, Retail and Operations and associated Senior Product Owners and Product Owners
* Accountable for resourcing
* Define engagement process aligned to the operating model
* Responsibility for projects being delivered on time
* Shape a world class innovative development function utilising cutting edge processes and technologies
* Educate the business about the development team and the best practices we employ

## Qualifications for commercial operations manager

* At least 6 years in an equivalent Commercial Management/Deal Architect or similar role
* The ability to define, articulate and negotiate within the context of internal and/or customer business strategy
* Working knowledge of Enterprise-based international telecoms products (ideally both networks and managed services)
* Must be capable of/comfortable with direct interaction with customers
* Advanced Excel usage, excellent communication (written and
* Oral) in English