Downloaded from <https://www.velvetjobs.com/job-descriptions/commercial-operations>

# Example of Commercial Operations Job Description

Our company is looking for a commercial operations. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for commercial operations

* Ensure that appropriate metrics are developed, measured and utilized to support Seals strategy, and optimize productivity
* Ensure and drive global consistency within OEM Sales Team by working with AMSS leadership, and other applicable stakeholders
* Act as the subject matter expert, and global center of excellence for Seals relative to the AMSS OEM business
* Assist in the development, dissemination, and maintenance of all policies and procedures related to the OEM Seal Sales Team, including related training
* Manage expenses and maintain a departmental budget within allocated plan in support of the AMSS P&L
* Monitor and manage the productivity of all OE Seals quoting and support resources, while ensuring consistency in roles and activities globally
* Lead the analysis and implementation of strategies needed during development process of NA Sales Compensation plan
* Manage quota process – including territory assignments, quota structure and commission plans, with regular updates to sales plan status, headcount, Key member of Compensation Committee
* Drive sales operations processes and systems
* Define and manage key metrics and performance analytics for sales organization

## Qualifications for commercial operations

* Extensive experience with financial consolidation tools required
* BSME degree or equivalent, management courses required MBA a plus
* 7+ years of Quoting Resource and/or comparable sales/customer facing experience within the aftermarket/end-user organization preferred, lead or management experience
* Able to operate in a matrix environment and lead without direction authority
* Experience in a leading and instructional working style which has encouraged team oriented process, values communication, participation and involvement of others with management of employees
* Attention to detail and process oriented mindset with results driven background