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# Example of Commercial Planning Manager Job Description

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

## Responsibilities for commercial planning manager

* Ownership for the Monthly Integrated Business Planning (IBP) New Product Planning & Forecasting Process
* Development of winning commercial propositions for key brands using a detailed understanding of retailer strategies, market dynamics and category margin modelling
* Identify what is required to achieve sustainable support from our customers and lead the organisation to deliver against it
* Run the monthly close process and associated reporting
* Present results to Corporate Planning
* Develop the Annual Plan and Long Range Plan, in collaboration with business partners and finance colleagues
* Potential to lead an analyst
* Prepare internal meetings
* Assist in gathering, analyzing, and maintaining Commercial Brand Team budgets and quarterly reforecasts
* Assist in analyzing quarterly budget to actual variance reports by Brand and cost center

## Qualifications for commercial planning manager

* Must be able to exercise proper judgment related to business decisions
* Ability to function effectively in a cross-functional team environment
* Advanced PC software skills, including Word, Excel, PowerPoint, and/or equivalents
* Ability to perform effective interpretation and evaluation of data
* Lead the System behind Market Execution development
* Capability to overcome resistance within bottler system towards investment and capability development