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# Example of Commercial Planning Manager Job Description

Our company is growing rapidly and is hiring for a commercial planning 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 planning manager

* Partner with Director to ideate new and compelling promotions that will drive traffic and achieve key seasonal metrics
* Drive Operational Improvement through systems and process enhancements
* Work closely with the Merchandise planning teams ensuring new systems and requirements meet the business requirements
* Manage business change and training associated with a successful implementation of new systems and business processes for the Commercial team
* Facilitate cross functional workshops
* Conduct and sign off UAT activities
* Manage key stakeholders across various business functions
* Direct the activity of a Development analyst
* To be educated to degree level or similar
* Experience of working within a Merchandising / Buying / Supply chain function

## Qualifications for commercial planning manager

* Thorough understanding and mastery of basic marketing principles and product development process
* Exceptional ability to execute and influence the direction of a product/technology vision and roadmap
* 8+ years of finance experience, with 4+ years leading organizations through Forecasting, Annual & Strategic planning cycles
* Demonstrated ability to lead teams and organisation through change management
* Hyperion, Tableau, Essbass, SAP system experience
* Prior financial accounting experience desirable