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# Example of Commercial Planning Manager Job Description

Our company is looking for a commercial planning 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 planning manager

* Good analytical and numerical skills with the ability to translate into business impact
* NAM CCC best practice owner for Primary Technical Support
* Sales and Lead generation
* Technical leadership development
* University Recruiting
* Monthly Performance Reviews
* To facilitate the annual business planning with sales team both online and offline
* Be responsible for the demand planning and sales forecasting
* To manage sales process, sales policy, credit policy and overdue
* Supply and Inventory planning and control

## Qualifications for commercial planning manager

* Scientific or business academic degree
* Solid professional experience, ideally from consulting industry combined with 3-5 years of experience on quantitative/process orientated settings
* First experience in pharmaceutical (generic) industry is of advantage
* Commercially driven, having SFE experience is a plus
* Strategic thinking, strong analytical skills and an innovative mind-set are required
* Collaborative team player, ideally first experience in operating in a complex matrix organization