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# Example of Commercial Strategy Manager Job Description

Our innovative and growing company is hiring for a commercial strategy manager. 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 strategy manager

* Drive the strategy for a unified planning process and integrate a feedback loop
* Embed account segmentation as part of planning processes and general commercial strategy
* Assist the brand teams to commercialize brand plans and focus on execution
* Use channel expertise and partnerships to translate account segmentation data into insights
* Work with brands to help with agency briefings for commercial focused brand programs
* Form synthesized knowledge base for designated channel(s) and conduct regular presentations to MOC teams to ensure knowledge is shared and implemented
* Define and drive creation of system level battle cards
* Developing an understanding of overall market, competition, and general industry performance, including key drivers of business and financial performance, competitor benchmarking, industry attractiveness and profitability, market and customer trends
* Strategize with Corporate Real Estate (CRE) service areas
* Understand, forecast, and anticipate physical facility requirements and related service needs, as articulated by BG representatives

## Qualifications for commercial strategy manager

* Experience with M&A and corporate transactions including due diligence, negotiations and closings processes
* Able to interact and lead through influence across multiple disciplines within a matrix organization and achieve results
* Strong managerial and communication skills are also required
* Exceptional communication skills – both written and verbal – with comfort presenting to audiences of all levels
* Self-starter with initiative, drive, and attention to detail
* MBA and/or experience in management consulting strongly preferred