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# Example of Head, Commercial Job Description

Our growing company is hiring for a head, commercial. 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 head, commercial

* Ensure that concerns over product or service delivery performance are addresses rapidly and actions to mitigate are fed back promptly to key UK & Ireland stakeholders
* Present business cases and investment appraisal including presentations up to UK & Ireland and Services Board level
* Manage demand planning and customer requirements for UK&I (9-12 month roadmap)
* Help lead the Services business as a key member of the management team, be open, approachable and lead by example
* Industry experience highly desirable in order to bring credible business acumen to inform planning and decision-making
* Expert ability to lead and work within a leadership team, demonstrating a collaborative management style and building trust to energise and inspire a team to deliver their common objectives
* Excellent communication skills, used to influence and negotiate with key stakeholders – in particular within the UK & Ireland business
* Expert level analytical skills, understanding business context and commercial markets to translate into strong account planning
* Demonstrable experience post qualification in a retail/ B2B/ services commercial setting with experience in delivering complex accounts and transitioning to operational success
* Build strong relationships with senior stakeholders and influence transformational change across multiple divisions

## Qualifications for head, commercial

* The ability to manage upwards, downwards, with an aptitude for influencing decisions
* Deals – can support all types, services, industries, scale
* Team leadership – can manage and coach team, can effectively recruit and develop others, seen as point of referral
* Gravitas – seen as peer by all engaged with, prepared to make difficult calls and raise any concerns and views for contacts at all levels of seniority
* Presentations – set requirements for team, can develop and deliver to all audiences
* As a member of the senior C