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# Example of Manager, Commercial Job Description

Our innovative and growing company is hiring for a manager, commercial. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for manager, commercial

* Analyze competitive and alternative offerings
* Manage internal stakeholder relationships and lead data analysis to guide shaping future commercial models to drive revenue growth
* Analyse commercial trends and market dynamics with commercial focus
* Assist in the correct allocation of risk elements under the work packages
* Provide general commercial and legal advice to the business
* Negotiate with client and third party suppliers on contracts to ensure the business is not exposed to undue risk and secures an acceptable commercial position
* Review and advise upon liabilities in new and existing contracts
* Verify that the business complies with Group and divisional commercial policies
* To escalate issues relating to exposure to commercial risk to the appropriate person within the business
* To support and oversee commercial elements of the change process to ensure that the appropriate pricing is achieved and all commercial implications are considered

## Qualifications for manager, commercial

* Experience with AS4300 and AS2124 Commercial Models
* University education (Business or Technical discipline preferred)
* Minimum 15 years of experience with at least 7-10 years in a managerial capacity in multinational companies operating in China
* Such other duties and responsibilities that are commensurate with their knowledge, skill and experience
* Commercially analyse / review existing business practices and procedures, identifying Commercial and Financial risks and proposing and project managing iterative improvement
* Check the quality and completeness of professional fee proposals prior to submission against agreed norms, where appropriate recommending improvement to such norms