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# Example of Manager, Commercial Job Description

Our innovative and growing company is searching for experienced candidates for the position of manager, 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 manager, commercial

* Tertiary qualifications in Accounting and/or Commerce coupled with CA/CPA qualifications
* Demonstrated experience in a similar Project Accounting or Commercial Management role (ideally within an engineering or professional services environment)
* An ability to take ownership and execute strict financial management of complex programs
* Strong analytical ability with an emphasis on providing insight and recommendations using financial information
* Excellent communication skills to liaise with both financial and non-financial audiences (in geographically challenging locations)
* A resilient attitude that is adept to competing priorities and working within an environment of change
* Guides complete and timely elaboration of all necessary financial/commercial documents for the sales, bidding process project execution in commercial relevant topic, contract analysis, evaluation of risks, project selection, bid/no-bid decision, LoA
* Ensures commercial project coordination
* Primary responsibility for negotiating contract changes, ad hoc agreements, claims and variations, monthly applications for payment and final accounts, processing of letters of credit, export credit guarantees, etc, in conjunction with the project management teams
* Reporting, applications, change management, development of the target cost, production of the forecasted end of life and management of risk

## Qualifications for manager, commercial

* Must be able to work within NR’s periodic cost/ financial updating systems/ processes including Oracle Project hence strong understanding of this is required
* Experience of establishing and managing Joint Ventures
* Experience of operating in a complex global organisation would be beneficial
* Experienced in a number of elements of the development of propositions to help influence and drive business opportunities
* Knowledge of the regulatory and legal environments with risk management and business analyst skills
* Minimum 7 years’ experience with a FMCG or telecommunications company