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# Example of Senior Commercial Manager Job Description

Our growing company is searching for experienced candidates for the position of senior commercial 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 senior commercial manager

* Be a person who is accustomed to working with senior management and clients
* Be a person able to work on their own initiative and be able to schedule workload to meet priorities
* Be an experienced professional with extensive knowledge of highways management and operations
* Be a strong people manager, who is focused and has experience in getting the best out of people
* Ensure agreements are aligned with all stakeholders, completed on time, and all final contract documents are received, properly stored in the contract database, and periodically reviewed
* Compute and analyze customer projects and business cases and provide support on pricing/bidding
* Provides leadership and coaching to direct reports and staff
* Develops and tracks Key Performance Indicators (KPI) and other metrics for the department to monitor performance standards and identify opportunities for continuous improvement
* Bring customers into the marketing funnel, leveraging online scale and increasing the efficiency of our media and channels to build brand awareness, understanding and drive efficient actions
* You pilot new technologies and lead the charge to find powerful new digital ways to engage our customers

## Qualifications for senior commercial manager

* Experience in developing and implementing effective, strategically aligned training frameworks within the healthcare sector (medical devices or pharmaceuticals)
* Proven people leadership skills, with the ability to create and develop a strong, outcome focused team culture
* The ability to lead through significant change
* High level interpersonal skills that facilitate you working effectively at senior level, locally, regionally and globally
* The ability to maintain focus and deliver on objectives in a complex, continually evolving environment (both internally and externally)
* Advanced strategic thinking ability, commercial acumen and problem solving skills