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# Example of Senior Commercial Manager Job Description

Our growing company is hiring for a senior commercial manager. 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 senior commercial manager

* Participate in key meetings with Clients (including major Subcontractors) in which decisions and agreements may have a contractual and/or commercial impact
* Identify and advise Projects areas of risk and opportunities and assist in developing a project risk mitigation/opportunity plan
* Advise Projects on the preparation, substantiation and defense of (i) Claims including Loss & Expense claims, Extension of Time claims etc, and (ii) Change Orders, striving for amicable dispute resolutions within the provisions of the applicable contracts
* Ensure effective contract completion (including appropriate extensions if applicable) and contract close-out in line with the contract requirements
* Demonstrate track record of delivering high quality commercial proposals through creating solution architectures, recommendations and drafting contracts with respect to both commercial and legal terms
* Manage complete lifecycle and development of deal execution process including on-time delivery of high quality solutions and proposals aligned with customer outcomes and business profitability / risk profiles
* Act as a liaison between Sales Managers, Solution Consultants, Product Managers, and Services to identify common architectures, value pricing & estimation concepts
* Define the commercial strategy for the local business, ensuring it is aligned with the global CSP strategy
* Prospect the customers to develop a pipeline of opportunity from within the installed base and from new customers
* Convert pipeline on plan and at forecast revenue levels

## Qualifications for senior commercial manager

* Ability to motivate and gain agreement in multi-cultural teams
* Ability to clearly communicate using different mediums and at all levels in the organisation
* Advanced SAS analytics
* Degree in Accounting or Law (preferred), with strong experience in sales or business development
* Preferably a minimum of 6-8 years of relevant working experience in trust & corporate services, business development, sales, corporate advisory, legal, accounting, or relevant industries/functions
* General interest in international structuring, tax, finance/capital markets, corporate services, compliance and administration services