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# Example of Senior Commercial Job Description

Our growing company is looking to fill the role of senior commercial. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for senior commercial

* Identifying high potential candidates through all available resources, creating and implementing innovation methods to attract the right candidates
* Work cross-functionally with various colleagues across the Global Oncology Commercial group (Key Leaders, Talent Management, HR Business Partners, and Staffing Managers)
* Prepare weekly/monthly variance report, provide insight into monthly and quarterly performance
* Correlate revenue variances to customer transactions & marketing programs to isolates & provide a holistic root cause analysis
* Conduct analysis to help determine appropriate forecasting strategies and tactics for the respective portfolios to drive insights and results
* Program, execute and analyze database queries in to support business decisions and be able to assess the short & long term impacts of commercial decisions
* Develop and maintain forecasting reports required to appropriately assess and monitor the performance and trending of our portfolio
* Ensure all reporting is accurate, reasonable, comprehensible, and completed in a timely manner
* Provide management with information on which to base decisions by analyzing the data, recognizing opportunities and recommending improvements to our current strategy & tactics
* Develop forecasting models to achieve financial objectives by assessing concepts, developing documentation, coordinating deployment and implementation, communicating with internal and external partners, and analyzing results

## Qualifications for senior commercial

* Business partnering and influencing experience a necessity
* Ability to manage complex reporting processes involving input from multiple teams and meet multiple deadlines by prioritisation
* Presentation of information in clear and concise format for financial and non-financial audiences, with focus on key messages
* Experience in designing and constructing complex models for decision making support
* Comfortable in analysing large and incomplete data sets and explaining and quantifying trends and conclusions
* In depth understanding of the key drivers of our business and what impacts those key drivers