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# Example of VP, Commercial Job Description

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

## Responsibilities for VP, commercial

* Transform complex data sets from multiple sources, including internal and external
* Work closely with other lines of business and functions such as Retail Auto, Wholesale Credit Analytics team, and Business Banking and Dealer Commercial Services leadership
* Validate Loss Forecasting Models that will support ICAAP and CCAR (Comprehensive Capital Adequacy Review) Models for Dealer Commercial Services Credit Portfolio as part of capital adequacy analytical models using best practice statistical standards
* Develop and maintain assigned relationships with contacts/customers to maintain and expand business
* Initiate regular calls on customers and prospects in order to generate high quality new Treasury Management & deposit business to achieve or exceed production goals
* Meet with customers/prospects through joint & personal calling efforts
* Understand and interpret Bank Account Analysis statements & general Bank statements
* Prepare proposals to include the Bank’s Value Proposition, quantify the value of recommended solutions, present features/ benefits & functionality of the suite of Treasury Management services
* Develop and maintain relationships with Product Partners & assigned Line Partners
* Under the guidance of a Team Leader or Sales Manager, sell treasury management services to commercial customers and prospects within a defined territory

## Qualifications for VP, commercial

* Ability to manage a range of priorities and projects in line with tight timetables
* Ability to communicate in challenging situations and create consensus without compromising Compliance independence
* High caliber performers with proven track record in client acquisition, growing AUM and revenue
* Solid understanding of financial services and all asset classes
* Strong networking skills and an excellent ability to connect with people
* Sales driven and delivery focused