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# Example of VP, Commercial Job Description

Our company is growing rapidly and is looking for a VP, commercial. 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 VP, commercial

* Providing direct support to Canadian Bankers and Treasury Officers for client dialogues
* Demonstrations and presentations as needed with client
* Build a strong internal partnership and alignment with Canadian CIB/CB Banking and Treasury Services (TS) partners and US Sales & RM partners
* Act as the fearless advocate for commercializing our print products and content
* Liaise closely with News and Advertising to find opportunities to maximize revenue
* Works to foster relationships with client base/locates opportunities to expand client base
* Oversees the activity of sales teams
* Works to ensure sales and productivity goals are met
* Conducts independent research into target consumer base
* Devises new and innovative ways to market products and services

## Qualifications for VP, commercial

* 5 years of relevant experience in consulting, investment banking, strategy development or other similar role strongly preferred
* Understanding of business drivers and modeling principles, with ability to produce error-free, accurate analyses
* Ability to collaborate with team members across business and staff areas at all levels, and achieve goals without direct control over all resources
* The location for this position is flexible, however the candidate must either be a commutable distance to one of our casting facilities (Whitehall, MI
* Execution and project management skills – Well-developed organizational skills to manage multiple projects and priorities
* Technical and analytical skills – Able to produce accurate, error-free analysis