



Example of Associate, Commercial Job Description

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Our innovative and growing company is looking for an associate, commercial. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for associate, commercial

- Demonstrate knowledge and understanding of the bank's credit policies and procedures
 - Must possess the ability to execute on multiple tasks, while focusing on key priorities that make a greater impact in the Volume/SMB business
 - Must have a good business acumen to be able to complete tasks by leveraging select sales, channels and/or marketing resources
 - Must build and maintain business relationships with key Cisco Distributors, and be able to leverage those relationships to achieve the expected outcomes
 - Must have a lot of self-drive and proactivity in order to find solutions for day-to-day challenges (either encountered with Distributors or defined by Cisco stakeholders)
 - Must engage and follow-up with focus partners (Master Resellers), on customized business plans targeted to growing the presence of Cisco's SMB portfolio on their offering, and the sales volume in the territories they serve
 - Strong negotiation and communication skills, to be able to get buy-in and accountability from managers and decision makers within Cisco Distributors and focus partners
 - Desirable experience or knowledge in the retail business and e-commerce
 - Responsible for the preparation of report for weekly Quick Market Intelligence (QMI) sessions
 - Responsible for the preparation of weekly aircraft availability reports
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- Self-Starter, fast learner, high work ethic and desire to win
- Must be able to function well in a team environment and independently
- Knowledge of plastics, automotive industry and use of Salesforce a plus
- You have at least four (4) years of relevant law firm experience with complex commercial real estate transactions including lending, financing, leasing, land use development, planning and zoning, or some combination of experience of same
- You have strong academic credentials, excellent writing and interpersonal skills
- Previous general office experience (or related work experience)