



## Example of Commercial & Business Manager Job Description

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Our company is looking to fill the role of commercial & business manager. 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 commercial & business manager

- Act as a liaison between Sales Management (VP/NSD), Marketing, Training & Development, HCC and other key stakeholders involved in the cycle/POA process
- Collaborate with Commercial Finance team to drive standardized reporting and streamline common responsibilities
- Supports the Relationship Manager in monitoring on an on-going basis information concerning customer performance, abilities, and industry to determine that loan is an acceptable risk
- The Associate Business Manager is expected to understand and respond to customer requirements appearing on internal request documents
- Summarize in clear terms the system functionality specific to client/end user needs for each project
- Responsible for generating new audio-visual digital signage business through dealers and national accounts in targeted market or geographic region
- Responsible for maintaining and building relationships with customers and manufacturers
- Assist customers with product selection, solution design, and provide high level technical/educational support
- Become proficient with all of ADIs products
- Meet or exceed individual goals and team quotas on a monthly basis

- Working/ In-Depth understanding of Commercial Products, Commercial Lending Process, Commercial Lending Directives, enterprise credit risk policies and standards and all supporting processes and technology
- Requires minimum 10 years of relevant industry and / or Operations experience
- Requires related Operations experience with high volume operations and/or service environments
- Requires experience managing a team
- Requires proven experience managing in a matrix environment and leading as an individual contributor
- Develops and implements national sales strategy to identify and capture commercial lending opportunities that will increase VCI wholesale penetration and profitability