



Example of Commercial Consultant Job Description

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Our company is growing rapidly and is hiring for a commercial consultant. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for commercial consultant

- Work in sync with multiple relationship managers, portfolio managers, credit analysts, high profile customers, general contractors, consultants, and attorneys to close high dollar commercial construction loans
- Analyze approval documents to verify the loan is closed in accordance with policy, and risk for the bank is properly mitigated and documented
- Analyze construction disbursement requests, funding in compliance with credit approvals, loan documentation, and established procedures
- Assure proper administration of assigned portfolio
- Analyze and fund construction loan advance requests and appropriate backup documentation as presented by the customer, including construction inspection reports, title down dates, and other relevant construction documentation
- Ensure the terms and conditions of assigned portfolio are properly monitored and corrective action/resolution proactively pursued
- Maintain commercial loan system data integrity to accurately reflect loan file contents, to ensure accurate management reporting
- Develop and execute sales strategy for the market to meet or exceed assigned sales and portfolio goals through frequently long sales cycles
- Recognizes pricing and business T&Cs related trends for new and renewing customer deployments by market
- Provides win/loss analysis support and collects competitive pricing intelligence to management based on deal knowledge gained throughout the sales cycle

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- Experience with configuring/supporting/implementing at least one of the following type of products
 - Passionate about technology and the innovation it can deliver, with a grasp of technology concepts as they apply to healthcare, and enthusiasm to support technology engagements as a business partner (direct coding, testing or other technical disciplines not required)
 - Demonstrated interest in health and life sciences industry sector, and willingness to build deep industry skills
 - Knowledge of consulting methods, tools and techniques, relevant to Commercial Effectiveness
 - Proven project-management skills, and experience owning and leading defined work packages (albeit supported within an overall project structure)
 - Some evidence of knowledge of current events and developments within the healthcare industry