



Example of Commercial Consultant Job Description

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Our innovative and growing company is searching for experienced candidates for the position of commercial consultant. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for commercial consultant

- Facilitates escalations to P&L, Country Managers, and other business stakeholders with support of team members
- Manages, with leadership guidance, Term Sheet development for regional and global Deal Reviews, ensuring compilation of appropriate analysis, summary, and recommendations for speedy review and approvals
- Develops viable commercial solutions for non-standard customer requests for Sales to solution and recommend global pricing approvals for new and renewing deals across multiple countries/regions
- Provides Siebel approval support in AP region and for global deals approved by regional counterparts
- Independently works with sales in negotiations through consultative discussions with sales and engagement of management for customer facing discussions
- Supports the sales process, specifically the deal parameters/effective pricing threshold understanding /pricing approval processes for complex deals
- Supports appropriate onboarding of sales reps related to pricing approvals and deal structuring
- Plans and manages post-bid submission activities
- Tracks and improves the quality of all large deals, while continuing to assist in recognition of trends and areas for streamlining and system improvements
- With management support, provides rate cards, global pricing agreement recommendations, approvals, and support for rate cards for space and power, interconnection, and growth incentive plans

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- MS PowerPoint and Excel literacy
 - Basic experience with either SAP
 - Ease clients' experience in the claims process by being proactive and aggressive with resolutions, providing minimal errors
 - The job holder ensures the design and delivery of the Reporting & Analytics portfolio for commercial Tower
 - Provides reporting solutions and discusses the same with the Architects, BPCs (Business Process Consultant) and PDA (Process Design Authority)
 - Keep the framework documentation up to date, which will guide all involved players to assess compliance with the global process standards