



## Example of Commercial Director Job Description

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Our company is hiring for a commercial director. 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 director

- Expertise in, and passion for, emerging trends in banking online, internet, B2B, social media
- Be the thought partner to Sales Account Directors (SAD) and enable SADs to impactfully consult accounts' executives
- Develop and be accountable for metrics that measure Business Goals, Market Share development, IFF Imagery / Brand enhancement, People Development, Progress toward long-term vision / goals
- Identify the requirements for each particular contract situation
- Build up commercial negotiation know-how and capabilities around contracting, project set-up and negotiation, pricing and risk management
- Continually improve the Training Program based on the needs of the sales force and market changes
- Evolve the Advanced Training Program to ensure on-going training for our field force
- Develop/Advance a Leadership and Management Development Program by partnering with HR and the Sales Leadership Team
- Develop a continuing education program for ongoing clinical development and training for the sales team and home office employees
- Interface with product management to review and create synopsis of important reference articles/studies/abstracts related to marketed products competitive therapies

### Qualifications for commercial director

- Works well in an international environment and prepared to travel extensively as necessary
- Lead M&A and valuation analysis including financial modelling and key metrics (ROI, NPV, ), scenario planning, sensitivity analysis, and business case support for ITVP proposed investments, acquisitions or projects
- Meets service standards in any client interactions
- Expertise with quantitative data sources
- 8-13 years experience across, Medical Devices Pharmaceutical or Healthcare industries from a multinational environment
- Degree holder with minimum 5+ years relevantwork experience