



Example of Commercial Director Job Description

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Our company is hiring for a commercial director. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for commercial director

- Oversee and set vision for standardized monthly reporting packages on sales performance KPIs including distribution, depletion and share of market reports
- Lead the commercial capability agenda for Canada
- Flawless execution of all brand led commercial programming
- Flawless planning and execution of Innovation and sustainavation across the country
- Process to ensure country commercial plans are embedded against key priorities
- Process and plan to track, manage and review spend against Innovation for efficiency and consistency by spend type in order to shape consistency of activities
- Create and maintain consistent ways of working platform across the markets and the broker
- Successful execution of strategic and tactical projects as agreed by the Division GM
- Establish and drive the strategic direction for Taiwan focussing on market insights / segmentation work to more effectively deploy resources to achieve the business goals
- Managing and driving the recruitment, development & implementation of new ancillary revenue channels, consistent with our goal to increase revenue

Qualifications for commercial director

- Effective negotiator or communicator and a problem solver
- Analytical, Creative
- Have proven track record of managing and delivering in Matrix structures
- Master's degree (or equivalent) in business or related field, or MBA
- Relevant experience in a leading professional services company (consulting company preferred)