



Example of Commercial Director Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of commercial director. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for commercial director

- Develop effective marketing strategies and goals
- Building Relationship with Chief Marketing Officer and Agency Managing Director
- Develops national/key account strategy for assigned products in US
- Develop integrated commercial negotiations strategies and lead commercial negotiations
- Develop base level standard agreements documents
- Develop exceptions to standard agreements for customers with specific requirements
- Identify, calculate, document and mitigate commercial risks
- Lead integrated review of commercial, financial, technical and delivery risks
- Remain current with "Best Practice" positions for commercial terms
- Understand key drivers of P&L and how negotiating commercial terms impact revenue and profit

Qualifications for commercial director

- Ability to facilitate meetings and encourage broad participation from others
- University degree in relevant disciplines requiring strong analytical skills
- Strong and proven track record of successful PPA, hedge, REC sales and general power off-take agreements for wind and solar projects in various US markets
- Deep understanding of the US Power markets, fundamentals, grid dynamics,

- Superior commercial acumen, understanding of financial approaches regarding accounting and proven track record in modelling skills (Excel, VBA, etc) and statistical programs (Eviews)
- Ability to arbitrate between different functional priorities and develop a consensual approach to major issues affecting projects