



Example of Commercial Director Job Description

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Our growing company 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 business and sales plans and carry out formal quarterly reviews
- Maintain a highly visible presence with senior management
- Understand and explain the value of existing functionality
- Understand current pricing methodology and its impact on yield and be able to communicate it
- Monitor and report on industry developments and competitor activity in the territory to identify further commercial opportunities
- Maintain understanding of governmental and regulatory issues that can impact our business in the territory
- Represent the company at industry conferences and speaking forums as required
- The ideal candidate for the position will be an accomplished and experienced sales manager with a track record of delivering results within a competitive and fast moving industry
- Work with Studio CEO to build a commercial team across the US
- Set performance goals (OKRs) for the sales, account management and creative teams

Qualifications for commercial director

- Have a strong drive to deliver results, persistent in overcoming obstacles and eager to take responsibility for making things happen
- Strong management skills and teamwork ability and integrative skills,

- Flexibility to travel as required to support the US business plan
- Excellent skills with MS Excel, MS Access, and MS PowerPoint are required
- Higher academic education (University degree) or experience from similar positions
- 3 to 5 years of experience in pharmaceutical selling or medical devices