



# Example of Commercial Excellence Manager Job Description

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

## Responsibilities for commercial excellence manager

- Best practice sharing within APJ region across regions to ensure continuous improvement in countries commercial excellence through best in class tools & processes
- Responsible for planning, developing and delivering training programs such as sales force effectiveness training for on-the-job-training sales employee inductions
- Define and execute opportunities to achieve 1.5MM of M&P savings across the region
- Reduce DSO in 02 days vs
- Development, deployment and embedding of Gross to Net commercial processes and controls across all of Latin America which reflect best practice and world class standards
- Analysis of all trade spend on invoice, off invoice, conditionality and counterparts
- Full gross to net project delivery and market/area facilitation according to LA market prioritization and time frames
- Continuous tracking of Gross to Net KPI's with focus on gross margin enhancement, promotional return on investment and gross to net savings
- Working closely with Sales Directors and Finance Directors and their teams to develop Gross to Net excellence in channel strategy, brand spend allocation, trade investment, customer strategy, promotional evaluation and return on investment, gross to net and customer P&L's amongst others
- Work with the country's GM to achieve portfolio optimization across the

## Qualifications for commercial excellence manager

- Excellent analytical skills along with "hands on mentality"
- Persuasive but empathic change leader who can coach, drive and motivate people
- Strong project management experience, dealing with multiple levels and functions in the organization to create buy-in and alignment
- Strong commitment and drive to make things happen
- High level of independency, excellent team-building skills and a high level of self-motivation
- Five or more years of experience in sales or marketing