



Example of Commercial Executive Job Description

Powered by www.VelvetJobs.com

Our company is searching for experienced candidates for the position of commercial executive. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for commercial executive

- Providing all administrative support for the Senior Executives of the Regional Commercial team in Singapore
- Assisting senior members of the team in making the best use of their time by providing administrative support where needed
- The Role Holder may assist a more senior team member on complex commercial arrangements under suitable guidance, support and supervision
- Develop and execute an appropriate GBT strategy for acquisition of new Corporate Clients in Argentina
- Formulate business plans by conducting Expectation Meetings with key prospects
- Create strategies and execute tactics to align with GBT business strategy and meet P&L goals
- Align (where needed) worldwide and regional client agreement on measures of success, keep client engaged, and monitor performance to ensure scorecard metrics are met or exceeded
- Assess risk and develop strategies to mitigate by utilizing the at risk/rebid process
- Lead strategic planning activities for the group developing business plans to meet goals
- Communicate bank strategies and local action plans to Relationship Teams to ensure overall market profitability, increased market share, and achievement of all bank initiatives

-
- Sensitive to the market, customer expectations and brands
 - 3 - 5 years previous experience in Pensions / Investments
 - Analytical & Planning skills
 - Insight to market knowledge
 - Collaborative...you'll be required to work with associates from across the business
 - Tenacious...in any regulatory environment, it's essential that we have suitable processes and governance in place on both the business and partners side ensuring that the best terms possible are negotiated which requires a being able to balance the needs of both parties