



# Example of Commercial Leader Job Description

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

## Responsibilities for commercial leader

- Provide analysis of untapped opportunities to the commercial team
- Assume full leadership responsibility for client relationships, business retention, development and profitability across designated portfolio
- Strengthen the commercial focus of the team, providing context and guidance to help drive the right commercial proposals and decisions
- Develop & execute a clear portfolio growth strategy to support delivery of EBIT & Revenue Diversification targets, tracking & updating performance monthly & identifying remedial plans to plug any identified gaps
- Develop detailed Account Development Plans, ensuring they are tailored to the specific customer & are implemented, continually updated and communicated across all key stakeholders
- Ensure 100% usage of CRM in line with agreed business rules to ensure significant improvement in pipeline development / reporting and to monitor that minimum standards are fully adopted by the CAM team
- Contribute to annual Budget & Target-setting process, communicate clear targets (which are aligned to ACO business objectives) to Direct Reports and regularly monitor progress
- Develop competence levels and team engagement through excellent communication, tailored training, coaching and knowledge / experience sharing
- Work closely with peers in Sales, Pre-Sales, Product & Central to assess, strengthen and communicate our value proposition for the specific customer portfolio and to enable best practice sharing and benchmarking

## Qualifications for commercial leader

- Experience working with commercial teams leading initiatives
- Experience with the CAP process to communicate and drive change
- Experience leading teams either as direct reports or through program management
- Strong analytical skills and proficiency with Excel and Powerpoint
- Experience successfully designing and implementing a new program from beginning
- Strong English & Japanese language skills