Our company is looking for a commercial operations. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for commercial operations

- Ensure that appropriate metrics are developed, measured and utilized to support Seals strategy, and optimize productivity
- Ensure and drive global consistency within OEM Sales Team by working with AMSS leadership, and other applicable stakeholders
- Act as the subject matter expert, and global center of excellence for Seals relative to the AMSS OEM business
- Assist in the development, dissemination, and maintenance of all policies and procedures related to the OEM Seal Sales Team, including related training
- Manage expenses and maintain a departmental budget within allocated plan in support of the AMSS P&L
- Monitor and manage the productivity of all OE Seals quoting and support resources, while ensuring consistency in roles and activities globally
- Lead the analysis and implementation of strategies needed during development process of NA Sales Compensation plan
- Manage quota process – including territory assignments, quota structure and commission plans, with regular updates to sales plan status, headcount, Key member of Compensation Committee
- Drive sales operations processes and systems
- Define and manage key metrics and performance analytics for sales organization

Qualifications for commercial operations

- 7+ years of Quoting Resource and/or comparable sales/customer facing experience within the aftermarket/end-user organization preferred, lead or management experience
- Able to operate in a matrix environment and lead without direction authority
- Experience in a leading and instructional working style which has encouraged team oriented process, values communication, participation and involvement of others with management of employees
- Attention to detail and process oriented mindset with results driven background