



Example of Commercial VP Job Description

Powered by www.VelvetJobs.com

Our growing company is hiring for a commercial VP. 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 VP

- Maintains and updates the bank's CRM system regarding sales calls, pipelines, closed sales, to enable the generation of monthly activity reports to track sales and revenue growth by market segment
- Plan, organize, control and lead subordinate functions within established budgetary and staffing plans
- Drive in-depth analyses and develop insight to identify issues and arrive at recommendations
- Monitor industry trends and share insightful reports/ analyses/ news articles with broader team and with senior executives
- Day-to-day leadership including coaching and managing a team of associates, providing strategic direction for the team, managing overall performance of team, budgeting, expense management
- Responsible for managing the workflow/scheduling of the team, employee counseling and performance problems/resolutions, preparation of mid-year and annual associate review(s), determining and fulfilling training needs, interviewing and recommending new hires, promotions, demotions, terminations, and salary adjustments
- Preparation and delivery of regular financial and performance updates to senior leadership
- Provide client-facing leadership for strategic deals and customer support
- Drive accurate contract interpretations and interface with the customer on contractual issues
- Responsible for Sales Data Quality Assurance Team, including providing

Qualifications for commercial VP

- Expert knowledge in product areas as recognized by clients and peers
- Broad base of credit experience with a minimum of seven years of experience in underwriting and managing commercial corporate loans and/or conducting credit audits of commercial corporate loans
- Strong regulatory background in Commercial/Corporate Banking with 10-15 years relevant experience
- Experience in handling regulatory inspections and investigations
- Self-motivated, organized and pro-active, while also an excellent team player as part of a larger global team
- Analytical skill set, with a demonstrated ability to problem solve, and solution oriented