



Example of Commercial VP Job Description

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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

- Assist with CCBSI Performance reporting including BD3 Outlook and flash report preparation
- Partner with CCBSI Business Management on items including client and SVA reporting, and pipeline reporting
- Assist PR&A lead with senior management reporting in addition to various ad hoc projects
- Oversees development and implementation of new products or product changes/enhancements
- Monitors product performance and the competitive environment
- Ensures products meet competitive and legislative needs
- Establishes product development policies to guide product development
- Lead new, innovative product development and implementations tied to mobile, provider collaboration initiatives
- Oversees contract development, compliance, and administration activities for the product segment
- Proactively addressing client issues, leveraging data and executing program growth expansion plans

Qualifications for commercial VP

- Extensive experience ~5+ to US healthcare sales/sales leadership
- Degree level qualification and relevant experience in Treasury Services sales, corporate relationship management, or portfolio management with proven

- Business development experience would be a clear advantage as the objectives will be heavily weighted to business growth results, particularly the development of the cash management franchise
- Minimum of 10 years experience managing and selling enterprise software in a highly competitive environment with a track record of sales success, managing a sales organization within a Fortune 1000 technology organization
- Exhibits superior verbal communication skills required to be an effective public speaker
- Demonstrates an advanced level of knowledge in both core and specialty industry products and services