



# Example of Commercial VP Job Description

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Our innovative and growing company is looking for a commercial VP. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for commercial VP

- Translating business objectives into specific goals for the given area of the business building our strong and recognized relationships in the Asian markets at the most senior levels
- Driving a culture of strong sales execution with a clear orientation to developing customers, expanding existing ones and ensuring high retention rates of existing customers
- Lead the collaboration with product leaders and strategy and sales teams to help drive the Program group's plans and business, including managing, and executing the underwriting strategy within assigned Program/s to ensure the achievement of business plan
- Lead and manage all aspects of assigned Program(s) within Program product line/s including core underwriting, claims coordination, Program/s financial review, technical analysis, compliance and regulatory oversight, data quality, IT, treasury and banking, reserving, and audit
- Identify and manage new business opportunities through entire evaluation process, including due diligence efforts
- Responsible for leading engagement between commercial ins & our external partner (Arrowhead Core Commercial)
- Build and achieve Small Commercial Book financial targets for Premium and NCOR
- Develop strategic plan with our partner and other distribution models to hit long term financial targets
- Effectively grows new business revenue to meet goals yearly by prospecting,

- Sustain and grow existing sales by further develop relationships and revenue with media / ad sales offerings to meet goals yearly

## Qualifications for commercial VP

- 5 plus years of related Risk/Financial Services relevant analytics/modeling/optimization experience
- Results oriented with attention to detail and good sense of responsibility
- Shows superior judgment in assessing risk factors associated with sales opportunities and knows how to handle the associated risks
- Displays the ability to solve more sophisticated problems related to Sales and requires minimal guidance
- Possesses the ability to develop a sales plan and strategy without guidance
- At least 8 years of financial services or at least 8 years of commercial real estate experience with at least 5 in sales