



Example of Senior Commercial Job Description

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

Responsibilities for senior commercial

- Identifying high potential candidates through all available resources, creating and implementing innovation methods to attract the right candidates
- Work cross-functionally with various colleagues across the Global Oncology Commercial group (Key Leaders, Talent Management, HR Business Partners, and Staffing Managers)
- Prepare weekly/monthly variance report, provide insight into monthly and quarterly performance
- Correlate revenue variances to customer transactions & marketing programs to isolates & provide a holistic root cause analysis
- Conduct analysis to help determine appropriate forecasting strategies and tactics for the respective portfolios to drive insights and results
- Program, execute and analyze database queries in to support business decisions and be able to assess the short & long term impacts of commercial decisions
- Develop and maintain forecasting reports required to appropriately assess and monitor the performance and trending of our portfolio
- Ensure all reporting is accurate, reasonable, comprehensible, and completed in a timely manner
- Provide management with information on which to base decisions by analyzing the data, recognizing opportunities and recommending improvements to our current strategy & tactics
- Develop forecasting models to achieve financial objectives by assessing concepts, developing documentation, coordinating deployment and

Qualifications for senior commercial

- Business partnering and influencing experience a necessity
- Ability to manage complex reporting processes involving input from multiple teams and meet multiple deadlines by prioritisation
- Presentation of information in clear and concise format for financial and non-financial audiences, with focus on key messages
- Experience in designing and constructing complex models for decision making support
- Comfortable in analysing large and incomplete data sets and explaining and quantifying trends and conclusions
- In depth understanding of the key drivers of our business and what impacts those key drivers