



# Example of VP, Commercial Job Description

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Our innovative and growing company is searching for experienced candidates for the position of VP, commercial. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for VP, commercial

- Act as a strong partner to the Midwest Segment Head and provide financial analysis and reporting on a monthly basis quarterly business reviews
- Partner with MMBSI Segment finance & Business management counterparts to build simple consistent and standardized processes and reporting
- Responsible for completion of monthly, weekly and daily segment deliverables
- Preparation of Executive reporting packages to communicate Commercial Bank's incoming and outgoing allocated expenses in a transparent and concise manner to all constituents
- Proactively analyze financial results, trends, research issues, and provide crisp variance commentary
- Create strong partnerships with CB F&BM and Corporate Allocations teams in order to access and report allocations accurately and consistently across organizations
- Act as a key contact and Subject Matter Expert of Commercial Bank for costing information on select products/services
- Assist in defining and updating product profitability
- Develop and implement sourcing initiatives encompassing account based needs and requirements
- Act as a strong partner to TS Product Leadership team and provide financial analysis and reporting on a monthly basis quarterly business reviews

## Qualifications for VP, commercial

- Strong computer skills, working knowledge of Microsoft Word, Power Point, Excel and Access
- Demonstrated knowledge of revenue management, marketing and sales principles and ability to develop, implement and monitor related programs
- Demonstrated knowledge of hotel operations, training principles and procedures and hotel systems (i.e., central reservations, sales & catering tools, distribution channels)
- Demonstrated effective verbal and written communication skills for the purpose of providing technical and legal information to clients, vendors, senior management and staff
- Maintains advanced writing skills required to create proposals, presentations, and RFP/RFI responses