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### **Commercial Senior Manager**

The Commercial Senior Manager is a strategic and highly operational role, combining elements from the Commercial Director and Chief of Staff roles. This position involves developing and executing commercial strategies in a given market while ensuring seamless collaboration and communication across the teams. You will manage commercial operations, streamline processes, and support the broader executive team in achieving strategic goals. You will also support the various category teams of the department to achieve the commercial targets.

### **Key Responsibilities:**

#### **Commercial Execution:**

1. **Implement Commercial Strategies:**
   * Identify and implement key commercial opportunities in line with strategy and help local teams to execute them effectively.
   * Develop a customer-centric product assortment using the reverse pyramid model, ensuring a majority of SKUs and sales are at the top level.
2. **Assortment Management:**
   * Ensure competitive pricing and promotional strategies to match or exceed those of supermarkets and specialized stores.
   * Collaborate with the supply chain team to maintain a seamless and efficient product flow.
3. **Team Leadership and Collaboration:**
   * Mentor the commercial team
   * Work closely with the marketing department to address customer needs and new trends.
   * Cooperate with operations to ensure the assortment remains effective and aligned with customer demands.
   * Collaborate with finance to optimize margins and financial performance.

#### **Strategic Support and Project Management:**

1. **Drive Strategic Initiatives:**
   * Support the Commercial Director and executive team in developing and implementing commercial or company-wide initiatives.
   * Ensure alignment and focus on strategic goals across the organization.
   * Conduct research and analysis to inform decision-making and strategy development of the commercial department.
2. **Operational Efficiency:**
   * Streamline communication and operations within the executive team.
   * Serve as a liaison between the Commercial Director and the executive team, ensuring efficient collaboration.
   * Monitor progress of key initiatives and provide regular updates to the Commercial Director and leadership team.
3. **Special Projects and Stakeholder Management:**
   * Drive special projects and initiatives as assigned by the Commercial Director.
   * Represent the Commercial Director and the company in meetings.
4. **Meeting and Schedule Management:**
   * Ensuring effective and efficient planning of meetings and appointments.
   * Attend executive meetings, take notes, and follow up on action items.

The Commercial Senior Manager is expected to be a proactive leader, strategic thinker, and effective communicator, capable of driving commercial success and supporting the broader executive team in achieving the company's strategic objectives.

### **Expectations for Commercial Senior Manager**

* **Leadership:** Inspire and mentor the commercial team with a focus on limitless opportunities and growth.
* **Holistic Management:** Oversee end-to-end processes with a comprehensive business understanding.
* **Collaboration:** Work effectively with suppliers, departments, and across the group.
* **Qualifications:**
  + Bachelor's degree in Business Administration, Management, or related field.
  + 5+ years in business or management consulting
  + Proficiency in English.
* **Skills and Experience:**
  + Thrive in fast-paced, dynamic environments.
  + Excellent communication and interpersonal skills.
  + Strong analytical and problem-solving abilities.
  + Effective project management and organizational skills.
  + Discretion and confidentiality.
  + Independent and able to manage multiple priorities.
  + Experience in technology or retail is a plus.