

Commercial Manager

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Company: Aspire Recruitment Solutions

Location: Mexico

Category: arts-design-entertainment-sports-and-media

The Commercial Manager is responsible for managing the commercial aspects of the business, including sales, marketing, and business development. They develop and implement strategies to increase sales and profitability, identify new business opportunities, and build strong relationships with clients. They also lead a team of sales and marketing professionals, set sales targets, and monitor performance against targets.

Requirements

Bachelor's degree in business administration, marketing, or a related field.

Proven experience as a commercial manager or in a similar sales and marketing role.

Strong leadership skills with the ability to motivate and manage a team.

Excellent communication and negotiation skills.

Ability to develop and implement sales strategies.

Understanding of market trends and customer needs.

Fluent in Spanish and English (spoken and written).

Willingness to travel as needed.

Knowledge of CRM software and Microsoft Office suite.

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