

Deal Desk Senior Commercial Consultant

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Company: Thomson Reuters

Location: Mexico City

Category: computer-and-mathematical

About the Role

In this opportunity as a **Deal Desk Senior Commercial Consultant**, you will:

Work closely with the sales team to review and evaluate deals to ensure accuracy, compliance, and alignment with company policies.

Analyze and structure complex deals, providing insights on pricing, terms, and contractual agreements.

Serve as the go-to trusted advisor for the Sales/Business Segment teams for solving complex commercial problems, enacting deal strategy through the deal process. Coordinating and leading the deal execution through internal process and systems.

Educate Sales teams on changes in processes, policies, and best practices to improve the performance of the sales cycle, releasing Sales capacity to core sales activities.

Lead projects with cross-functional teams in support of executing selling activities, in the rollout of new/enhanced product releases and policies, and in the improvement in processes.

Ensure governance is in place so that Sales teams are operating within the Rules of Engagement and Commercial Policy. Working directly and partnering with cross-functional teams to drive effective governance for TR and its policies.

Understand end-to-end processes across OTC and serve as an expert on the roles and

responsibilities of cross-functional support teams, resulting in accelerated resolution of issues.

Work in a dynamic environment and adapt to new business processes/practices/standards.

Serves as a coach and mentor to other team members, assisting with onboarding, day-to-day training, coaching, and collaborating to solve commercial problems.

Take ownership and program manage issues that are barriers to closing deals effectively, drive resolution across all back-office teams.

Demonstrate the ability to go “above and beyond” in the support of our sales cycle and clients.

Flexibility to transition into different support roles within the team based on the needs of the business is required.

About You

You're a fit for the role if your background includes:

Bachelor's degree in Business, Finance, or related field.

Fluent English is a must.

2+ years of experience in deal desk, sales operations, or a related role.

Strong analytical and problem-solving skills.

Excellent communication and interpersonal skills.

Familiarity with CRM software and contract management tools.

Ability to work in a fast-paced, dynamic environment.

Detail-oriented with a high level of accuracy.

To apply, please upload your updated resume in English.

Location: CDMX

What's in it For You?

You will join our inclusive culture of world-class talent, where we are committed to your personal and professional growth through:

Hybrid Work Model We've adopted a flexible hybrid working environment for our office-

based roles while delivering a seamless experience that is digitally and physically connected.

Culture: Globally recognized and award-winning reputation for equality, diversity and inclusion, flexibility, work-life balance, and more

Wellbeing: Comprehensive benefit plans; flexible and supportive benefits for work-life balance: company-wide Mental Health Day Off; Headspace app subscription, and employee incentive programs; resources for mental, physical, and financial wellbeing

Learning & Development: LinkedIn Learning access; internal Talent Marketplace with opportunities to work on projects cross-company; Ten Thousand Coffees Thomson Reuters café networking.

Social Impact: Eight employee-driven Business Resource Groups; two paid volunteer days annually; Environmental, Social and Governance (ESG) initiatives for local and global impact

Purpose Driven Work We have a superpower that we've never talked about with as much pride as we should – we are one of the only companies on the planet that helps its customers pursue justice, truth and transparency. Together, with the professionals and institutions we serve, we help uphold the rule of law, turn the wheels of commerce, catch bad actors, report the facts, and provide trusted, unbiased information to people all over the world.

#LI-EG1

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We are powered by the talents of 26,000 employees across more than 70 countries, where everyone has a chance to contribute and grow professionally in flexible work environments that

celebrate diversity and inclusion. At a time when objectivity, accuracy, fairness and transparency are under attack, we consider it our duty to pursue them. Sound exciting? Join us and help shape the industries that move society forward.

Accessibility

As a global business, we rely on diversity of culture and thought to deliver on our goals. To ensure we can do that, we seek talented, qualified employees in all our operations around the world regardless of race, color, sex/gender, including pregnancy, gender identity and expression, national origin, religion, sexual orientation, disability, age, marital status, citizen status, veteran status, or any other protected classification under applicable law. Thomson Reuters is proud to be an Equal Employment Opportunity/Affirmative Action Employer providing a drug-free workplace.

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