
Commercial Advisor Resume

Job Objective

Seeking a position as a Commercial Advisor with a reputed organization that offers the opportunity to gain more experience in this field.

Summary of Qualifications:

- Hands-on experience in structuring multi-party commercial agreements and leading their preparations
 - Possess experience in commercial B2B
 - Sound understanding of the sales process in creative companies
 - Excellent interpersonal and leadership skills
 - Great sense of confidentiality & logical thinking
 - Exceptional ability to manage conflict and difficult situations
 - Profound ability to progress several projects simultaneously
 - Uncommon ability to set up, start and take part in negotiations
 - Immense ability to develop and implement customer value propositions
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Work Experience:

Commercial Advisor, August 2005 – Present
Precision Castparts Corp., Minneapolis, MN

- Collaborated with the teams to understand ongoing operational issues that require commercial input and focus.
- Prepared solutions that consider all commercially viable options available and took into account all likely stakeholder opinion.
- Liaised and coordinated with the joint venture partners and third parties to implement strategies in timely fashion.
- Managed the joint venture issues and opportunities.
- Prepared and supported business development opportunities.
- Developed innovative business solutions and represented company at external forums.

Commercial Advisor, May 2000 – July 2005
PNC, Minneapolis, MN

- Assured contract compliance and that appropriate legal review and approvals are obtained for all contract disputes between the company and its clients.
 - Performed activities associated disputes that lead to formal dispute resolution.
 - Analyzed the vendor and client contracts to ensure adherence to project specifications and identified deviations from accepted company policy.
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Education:

Bachelor's Degree in Law, Rocky Mountain College, Billings, MT

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