

Argentina Jobs Expertini®

Commercial Manager

[Apply Now](#)

Company: Iron Mountain

Location: Buenos Aires

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

At Iron Mountain we know that work, when done well, makes a positive impact for our customers, our employees, and our planet. That's why we need smart, committed people to join us. Whether you're looking to start your career or make a change, talk to us and see how you can elevate the power of your work at Iron Mountain.

We provide expert, sustainable solutions in records and information management, digital transformation services, data centers, asset lifecycle management, and fine art storage, handling, and logistics. We proudly partner every day with our 225,000 customers around the world to preserve their invaluable artifacts, extract more from their inventory, and protect their data privacy in innovative and socially responsible ways.

Are you curious about being part of our growth story while evolving your skills in a culture that will welcome your unique contributions? If so, let's start the conversation.

ABOUT THE OPPORTUNITY...

At Iron Mountain, we embrace the climb, and as we expand, we seek talented Commercial Managers to join our team in Iron Mountain Chile. Our mission is to safeguard what matters most to our customers, bridging the physical and digital realms. The Commercial Manager role is pivotal in driving revenue and business growth by crafting and executing commercialization strategies for our emerging technology products and services. This individual will lead the sales team, leveraging market insights and entrepreneurial skills to capitalize on revenue opportunities. Reporting to the Commercial Director, they will be a key player in industry leadership, guiding successful sales tactics and ensuring exceptional customer experiences. This role offers a unique chance to shape our evolving

business landscape and foster a culture of innovation and excellence.

KEY RESPONSIBILITIES...

Define sales tactics aligned with company strategies.

Lead strategic business development efforts and provide market-related recommendations.

Achieve sales targets, market share, and acquire new clients by guiding the sales team.

Mentor a multifunctional sales team to ensure group targets are met.

Collaborate with Product Management and Marketing to achieve key objectives and identify growth opportunities.

Partner with Pricing/Revenue Management to establish a data-driven pricing framework.

Work with external parties to leverage partnerships for new business opportunities.

Monitor and respond to market and competitive developments effectively.

Maintain contact with key customers to understand their needs and satisfaction levels.

Track sales performance to meet revenue and profitability plans.

YOUR QUALIFICATIONS...

10+ years' experience as a sales leader, preferably in a data-driven or SaaS company.

Bachelor's degree required; MBA preferred.

Proficient in sales tracking tools, preferably Salesforce.

Skilled in interpreting market trends, customer needs, and delivery models.

Demonstrated strategic thinking and change management abilities.

Proven track record of operational excellence and achieving results.

Experience managing multiple parallel work streams effectively.

Strong multitasking skills, with the ability to prioritize and meet deadlines.

Excellent written and verbal communication skills in English.

Exceptional leadership skills with a history of building high-performing sales teams and influencing others.

Category: Sales

[Apply Now](#)

Cross References and Citations:

1. [Commercial Manager Softwaregiantcareers Jobs Buenos Aires Softwaregiantcareers](#) ↗
2. [Commercial Manager Scholarjobs Jobs Buenos Aires Scholarjobs](#) ↗
3. [Commercial Manager Hondurasjobs Jobs Buenos Aires Hondurasjobs](#) ↗
4. [Commercial Manager Videoplatformjoblistings Jobs Buenos Aires Videoplatformjoblistings](#) ↗
5. [Commercial Manager Pediatricjobsnearme Jobs Buenos Aires Pediatricjobsnearme](#) ↗
6. [Commercial Manager Abudhabijobsearch Jobs Buenos Aires Abudhabijobsearch](#) ↗
7. [Commercial Manager Usajobsfinder Jobs Buenos Aires Usajobsfinder](#) ↗
8. [Commercial Manager Federaljobs Jobs Buenos Aires Federaljobs](#) ↗
9. [Commercial Manager Indiajobscentral Jobs Buenos Aires Indiajobscentral](#) ↗
10. [Commercial Manager Biomedicaljobs Jobs Buenos Aires Biomedicaljobs](#) ↗
11. [Commercial Manager Beauticianjobs Jobs Buenos Aires Beauticianjobs](#) ↗
12. [Commercial Manager Searchaustralianjobs Jobs Buenos Aires Searchaustralianjobs](#) ↗
13. [Commercial Manager Phoenixjobs Jobs Buenos Aires Phoenixjobs](#) ↗
14. [Commercial Manager Healthcarejobsnearme Jobs Buenos Aires Healthcarejobsnearme](#) ↗
15. [Commercial Manager Jobscareerscentral Jobs Buenos Aires Jobscareerscentral](#) ↗
16. [Commercial Manager Supplychainjobs Jobs Buenos Aires Supplychainjobs](#) ↗
17. [Commercial Manager Moscowjobs Jobs Buenos Aires Moscowjobs](#) ↗
18. [Commercial Manager Mumbaijobs Jobs Buenos Aires Mumbaijobs](#) ↗

19. **Commercial manager Jobs Buenos aires** ↗
20. **AMP Version of Commercial manager** ↗
21. **Commercial manager Buenos aires Jobs** ↗
22. **Commercial manager Jobs Buenos aires** ↗
23. **Commercial manager Job Search** ↗
24. **Commercial manager Search** ↗
25. **Commercial manager Find Jobs** ↗

Source: <https://ar.expertini.com/jobs/job/commercial-manager-buenos-aires-iron-mountain-a24223aa59/>

Generated on: 2024-05-03 by Expertini.Com