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# Example of Director, Regional Job Description

Our growing company is searching for experienced candidates for the position of director, regional. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director, regional

* Attend a significant number of regional and campus events as a representative of the University
* Develop significant long-term relationships with current and potential future benefactors whose resources will be integral to supporting the mission of Notre Dame
* Partners with Regional Vice Presidents for guidance and support
* Creates an environment inside/outside the region that will attract and retain talent while maintaining a positive supportive culture
* Collaborates with District leaders and HR partner to monitor turnover/retention, identifying possible opportunities and implement solutions
* Forward thinker who makes balanced talent decisions that positions the organization with a capable workforce
* Identify, negotiate and capture aftermarket opportunities, developing and implementing strategies ensuring sales targets and compete/win rates are met or exceeded
* Drive customer interaction, developing and maintaining successful relationships, including detailed business presentations, negotiations and contract closings
* Fully understand the marketplace and competitors, communicating up-to-date information on the customer’s plans and needs, identifying opportunities and threats and developing strategies to meet objectives and mobilize the resources of P&W to execute those initiatives
* Establish, coordinate and maintain effective cross-functional working relationships with Commercial Engines New Engine Business sales teams, Business Units General Managers and their teams, engineering, operations, legal and financial organizations to assess and support existing or potential aftermarket sales opportunities and manage strategic business opportunities

## Qualifications for director, regional

* Some overnight travel may be required depending on territory
* Overnight travel to attend and participate in meetings as requested by management
* May be required to work evenings and weekends as needed
* When not traveling, work is from own home office
* Must submit reports and paperwork accurately and on time
* Three to five years experience as pharmaceutical representative with proven track record in all respects of selling, technical knowledge, selling techniques, understanding of medical field