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# Example of Director, Regional Job Description

Our company is growing rapidly and is looking for a director, regional. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for director, regional

* Draft, implement, manage, monitor, and report on quarterly budgets and key objectives
* Provide clear communication to campus team on company performance, tying to global initiatives
* Manage a diverse local team of employees, including junior managers
* Own the full suite of qualitative and quantitative performance for your campus
* Supervises Administrators, which includes recruiting, hiring, coaching, disciplinary action, and directs the training of staff in coordination with the Support Center
* Develop, implement, direct, and evaluate the regions performance and success
* Create and oversee annual development goals and progress
* Develop solicitation strategies and implement campaigns aligned with national and regional goals (in order to reach assigned region fundraising goals)
* Identify, cultivate, and solicit a portfolio of major and planned giving donors and prospects
* Maintain regular contact with major donors/activists

## Qualifications for director, regional

* Bachelor’s degree in Business with ten+ years sales experience and a minimum of five+ years’ experience managing a sales team required
* Strategic sales capabilities that include a high comfort level communicating with all levels of prospective customers within an organization, balanced with tactical skills for a fast-paced sales environment
* Proven ability to drive the sales process from strategy to close
* Must possess excellent oral, written and communication skills strong negotiation, relationshipbuilding and influencing skills
* Self-motivated, enthusiastic, creative and analytical
* Experience utilizing CRM to manage the performance of direct reports