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# Example of Manager, Area Job Description

Our growing company is searching for experienced candidates for the position of manager, area. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for manager, area

* Coordinates with the Warehouse area the on time delivery of materials and components to the production lines to keep a continuous workflow
* Meets with other area Supervisors to achieve the coordination of activities internal clients and with supporting departments
* Responsible for Selecting, Training, Motivating, developing and acting as a facilitator to the associates insuring the appropriate safety and health conditions in the work area
* Build and maintain a high quality team
* Manages a sales territory from Newburyport, Massachusetts going south on the 495 corridor through the Merrimack Valley
* Ensures that independent and regional account business is developed and budgeted sales and profit objectives are achieved
* Develop extensive working relationships with customers, Trade Associations, vendors, community agencies, , internal departments in order to ensure customer needs are addressed
* Manage your team effectively to optimise the structure and geographic coverage of the sales force
* Understand local consumer behaviour, and analyse market demand and sale forecasts
* Define SMART objectives for each activity cycle

## Qualifications for manager, area

* Proven expertise in leading a team and coaching for success
* Proven developer of leadership talent
* Proven sales success within a multi-site format
* Post secondary Degree or Diploma in Business
* In addition, you are flexible to work on any type of assigned shift (nights, weekends)
* Engage teammates and improve retention