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# Example of Route Manager Job Description

Our company is growing rapidly and is looking to fill the role of route manager. 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 route manager

* Drive and organize country specific Air and Ocean Development campaigns
* Route preperation management
* Working with the sales team to develo quotes
* Manage associate performance to ensure customer base goals are achieved
* Identify and acquire high quality, long-term, "preferred" customers to support growth through acquisition and provide exemplary customer service
* Thoroughly vets IBO candidates sourced from field and website inquiries for all routes available for sale
* Independently evaluates each candidate based on credit score, previous experience, SL risk classification (if previous IBO), references, to present field with top candidates for further assessment
* Maintains accurate records for all route inquiry submissions and maintains a pool of potential IBOs based on referrals from field and website
* Works closely with RVP and Director of Zone Sales to keep a continual flow of candidates for open routes
* Acts as the liaison between candidate and internal departments such as Legal, Route Engineering, RAM, Master Data and DSD Support throughout entire transaction process

## Qualifications for route manager

* Manages credit application process with associated financing entities (MAW, Bank of America, M&T, Wells Fargo)
* Ensures timeliness of credit decision with financing partners
* Takes ownership of successful route closing rate in region by monitoring progress and performance targets
* Initiates, reviews, and approves all electronic and paper loan documents once required documents have been obtained
* Confirms receipt of all payments due, including down payment, before execution and funding of loan
* Analyzes and identifies processes that need improvement and/or automation, designs new procedures, and provides guidance to team members regarding the change