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# Example of Senior Regional Job Description

Our company is growing rapidly and is hiring for a senior regional. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for senior regional

* Regular interface with clients at appropriate level, Regional Head of Marketing, Regional Head of Sponsorships, Regional Head of Consumer Marketing
* Deliver complex client relation activities, including presentations
* Daily client contact at multiple levels
* Regularly reports status & issues to senior management (usually AD)
* To achieve agreed sales/ share of wallet/ productivity/ performance targets and to grow market shares for defined products in a specific area or district through leadership, management, direction and coaching of the sales team, in accordance with the marketing and sales plans
* To conduct regular field visits and work independently on maintaining contacts with the relevant HCPs (eg GP, Pharmacies, Specialists, KOLs) and decision makers to evaluate execution of the sales strategies and also to identify new business opportunities
* Ensure consistency of sales forecasts by monitoring against current and expected sales
* Executing global production planning process by analyzing, consolidating and controlling the consistency of the production plans of active ingredients, intermediates and finished goods
* Ensure that threats to supply are identified at the planning stage and communicated within EPD Operations
* Provide a leadership role in establishing global inventory strategies across the supply chain of the franchise(s)

## Qualifications for senior regional

* Business degree (BS or MBA) with 4+ years of financial analysis experience or comparable work experience
* Knowledge of BPC, EDMS (Publishing), Wide Orbit (Broadcast)
* Financial analysis and planning prowess - Ability to provide data but also analyze it for accuracy, trends and recommendations for change
* Proficient in both advertising /circulation revenue analysis and financial statement analysis
* This role has responsibilities to support multiple sites in the Indiana Interstate
* Must have CSC and one of the CFP, PFP, or PFPC