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# Example of Zone Manager Job Description

Our company is looking to fill the role of zone manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for zone manager

* Provide feedback to Region Service Managers with recommendations for FSE technical training needs
* Report program status to Service Management on a timely basis
* Develop power solution related sales proposals to meet customer needs
* Serves on project assignments as a field expert contributing knowledge to both resolution of problems or application of engineering service memo as to changes in the product
* Demonstrate expert knowledge of Power Solutions and maintains a body of knowledge on technical advances and current industry trends
* Conduct site visits and/or consults with FSE over the phone to assist with sales opportunities
* Support customer satisfaction by understanding complex problems, collecting data, identifying root cause and developing appropriate solutions timely reporting of technical and product issues
* Co-operate with Distributor sales team to successfully deliver sales objectives in assigned territories including forecast, sales increase by DA by provinces, coverage expansion, while growing the whole JnJ business
* Accomplishment of sales objectives as per strategy
* Achieve new business wins in line with the sales strategy

## Qualifications for zone manager

* Basic knowledge of commercial building codes and standards
* Demonstrated ability to lead and manage a skilled trade team in a diverse environment
* Demonstrated interpersonal and supervisory skills
* Ability to proficiently use Windows based programs, including Microsoft Office Word, Excel, Outlook
* Proven history of successful sales with 3-5 years of experience in the healthcare industry
* Ability to influence without authority and collaborate across all levels of an organization (internal and external)