



Example of Area Business Manager Job Description

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

Responsibilities for area business manager

- Prepare sales and activity reports, presentations and communications for the IBDE team
- With guidance from the Director, develop, communicate and execute performance metrics to meet team objectives for sales, memberships, and line of business penetration
- Assist in planning annual goals, appraisals, and personnel issues
- Supervise all area business support personnel
- Supervise all area supply chain personnel
- Attend all required department head meetings and/or ensure there is Business Office representation at all "area" facilities
- Maintain an accurate accounting of patient trust funds including monthly reconciliation and quarterly statements to responsible parties
- Responsible for overall target to meet business volume in orders, revenue Lab Diagnosis & Point of Care Thailand business
- Ensure effective, quality and accurate opportunity pipeline
- Building effective teams to deliver SQCDSM agenda around assigned area of interests by implementing PDP, tracking capabilities progress, coaching, regular individual meetings, regular people assessments, using rewards and recognition tools, utilization of DMS tools and other Integrated Lean Six Sigma (IL6S) tools

Qualifications for area business manager

- Develop a sales plan to deliver agreed targets, delivering bottom line results and agreed margin with long-term project planning delivering on short-term goals
- Identify and manage a network of Sales Agents and builds an annual market strategic penetration plan to show clear objectives and to meet growth targets
- Meet with lighting Sales Agent leaders to develop and firmly establish market presence and show commitment to develop their business in the general illumination market
- Fiscal responsibility for general lighting controls, LMS, OT, LE activity within region
- Follow, analyze and review industry, market and sales trends to assist in identifying emerging segment formats and/or prospective accounts