



# Example of Director, Distribution Job Description

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Our innovative and growing company is hiring for a director, distribution. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director, distribution

- Manage the key distribution relationships and oversee the after sales support for linear and non-linear customers, spearhead and liaise with marketing/PR team to develop affiliate marketing programs
- Be accountable for achieving year-end sales goals and provide timely forecasts, reports, and competitive information and monitor account receivables on a regular basis
- Liaising with the regional broadcast, operational teams in EMEA
- Budget Planning and Financial Modelling
- Provide aggressive and effective management of the Distribution Center Profit and Loss Statement
- Develop, implement, and manage various programs that enhance team building and management development
- Direct, coordinate, and control inbound freight, inventory functions, warehouse service levels, and storage materials
- Support the Human Resources and Loss Prevention functions and maintain adherence to HR and LP policies and procedures
- Work with the VP, Digital Distribution to identify, develop, negotiate and close multi-platform global business deals with current and new clients and present opportunities to senior management
- Collaborate internally with Marketing, Ad Sales, Product, Engineering, Ad Solutions and other departments to create strategic cross-functional opportunities with partners

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- A demonstrated capability to successfully manage distribution, shipping, and yard information systems interfaces
  - Strong analytical and problem solving skills with the ability to analyze data, form conclusions, and develop actionable recommendations in a timely manner
  - A minimum of 8 years experience in a leadership role in multi-channel distribution and logistics environment or related environment
  - A Bachelor's Degree preferably in business, logistics, finance, or industrial engineering required
  - Minimum of five years of experience in newspaper circulation/distribution or equivalent environment
  - Prior experience working for both a national and local publication preferred