



# Example of Director, Distribution Job Description

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Our growing company is looking for a director, distribution. 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 director, distribution

- Drive expansion of existing US partnerships in order to grow revenue streams expand globally with a focus on Crackle in Canada and LATAM
- Lead reporting and data analysis to analyze partner performance and to optimize marketing, content and product offerings and present actionable insights based on internal performance and competitive position
- Meet regularly with internal stakeholders to keep them apprised of distribution efforts
- Develop the curriculum and methodology to provide technical training to interdepartmental personnel on specific equipment top down system training
- The platform placement process represents a guideline of the steps required to proactively identify opportunities and secure placement
- Present the Columbia Management solution
- Liaise between partners and internal service functions to ensure operational efficiencies and adherence to insurance and banking regulatory requirements
- Achieve operational efficiencies for the partnership distribution channel through provision of sales administration support including, new business performance, after sales services, the provision of management information, system enhancements, compliance commission calculations
- Manage and monitor annual budgets for the Partnership Distribution department, in collaboration with management team and the Finance function
- Support the achievement of business goals through leading digital and

## Qualifications for director, distribution

- Polished, comfortable dealing in boardroom environments or with administrative staff
- Extremely detailed and diverse knowledge of business sectors, current business developments, market trends, financial products and services
- Strong work ethic with a focus on, effective and timely results
- Ability to diagnose customer records and routing problems quickly and work with DJ IT, system vendor and
- Minimum of 5-7 years of experience in distribution support, with experience in the institutional investor channel area and/or working with investment consultants
- At least 8 years of complex financial analysis