



Example of Director, Distribution Job Description

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Our growing company is searching for experienced candidates for the position of 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

- Provide hands on management for the implementation of the applications
- Oversee communications with the IT Management and Business leads to keep the lines of communication open on on-going issues, resolutions, upgrades, enhancements
- Close collaboration with senior management in defining strategy and roadmap to align with global business initiatives and goals
- Highlight economically beneficial opportunities as they arise, co-plan the concept and return on investment with Senior Leadership from SCM, Global IT and relevant Business Units
- Lead the business requirement gathering phase and lead the IT solution design for global distribution projects
- Mentor other solution architects in the adidas distribution group
- Act as a subject matter expert for all distribution solution related topics
- Collaborate with business and the supply chain management teams to identify strategic/long term Distribution Centre and Transportation Management requirements/innovations
- Lead strategic and revenue driving initiatives with our Distribution Partners" including buy-side and sell-side companies in the media/ad tech space (DSPs, SSPs, Exchanges, Networks, Strategic Media Platforms
- Create and manage the execution of an annual business plan and sales plan

Qualifications for director, distribution

- To collect, maintain and distribute (as and when appropriate) relevant film results, comparison performance data, genre analysis and market statistics information for designated territories
- To work on ad hoc product, distribution and system-related projects/issues, as specified by the President, EVP and the SVP Distribution EMEA
- Significant commercial sales/marketing experience in the film industry
- The ability to balance the requirements of International and local management
- Strong negotiation and organisational skills are essential