



Example of Director, Regional Operations Job Description

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Our company is growing rapidly and is looking for a director, regional operations. 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, regional operations

- Lead the creation of the regional GTM cross functional seasonal calendar
- Provide critical business process insights and guidance in the development of the calendar
- Lead and facilitate cross functional leader discussions to align on process, timing and ways of working for LSA GTM
- Lead team to translate GTM calendar into detailed procedures that will achieve on time completion of critical deadlines necessary for timely receipt of commercial samples, effective customer sell in, and production
- Lead the development of standardized tools that enable the Regional Merchandising team to execute with clarity and consistency including streamlined performance reporting, GTM tools, and market presentations
- Lead issue resolution and educate key opportunities to ensure operational excellence within the organization
- Orchestrate & aggregate seasonal product briefs across regional Merchandising teams
- Program lead a variety of special projects as required by the VP of LSA Merchandising and channel leads
- Overseeing community operationso Performing site visitso Ensure that programs are being implemented and utilized to their fullest potentialo Strategize to take communities to the next levelo Work with Regional and Corporate team members to ensure the community is exceeding

- Support basic training of Market Leader and Store Managers on Store Operating Policies and Procedures (bulletins), forms cooperative relationships with other regional business partners Regional Vice President, Human Resources, Loss Prevention and Merchant Director to improve stores profitability

Qualifications for director, regional operations

- Ability to communicate cross functionally up and down the enterprise
- Ability to assemble and manage cross-functional teams
- Enterprise business skills including document processing, spreadsheets, communication systems, presentation skills, and related office software and tools
- Demonstrated experience with Global MRP systems to improve and maintain operational effectiveness
- Must have a firm grasp of all center and region metrics including but not limited to profitability, expenses and liabilities to drive EBITDA and contribution rates for the market
- Identify efficiency opportunities, develop new processes and lead change initiatives with the focus on continually striving to streamline the overall operation and reduce operating costs