



## Example of Director, Regional Job Description

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Our company is hiring for a director, regional. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

### Responsibilities for director, regional

- Resolve employee relation issues and provide developmental support to subordinates via coaching, counseling, and training
- Provides technical and administrative support and expertise to the regional program office located in San Pedro Sula
- Serves as the Chief of Party's representative in the field and as a significant liaison with other implementing partners, government counterparts, other donors and other key stakeholders
- Work with the Regional team to identify other strategic opportunities outside of assigned accounts in order to retain and grow the business within the Region
- Enable the team to aggressively prospect, identify, qualify and develop sales pipeline
- Coach the team to close business to exceed monthly, quarterly and annual bookings objectives
- Work closely with Professional Services team to achieve customer satisfaction and with Marketing to conduct seminars, trade shows and other marketing related events
- Exhibit ownership and provide consistent direction for assigned market be a leader within the assigned region to execute business plans, and ensure company objectives are achieved
- Develop strong relationships with existing and new client stakeholders (all levels), particularly within the HR executive suite
- Develop additional cross-selling and up-selling opportunities

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- Interpersonal and communication skills-incumbent must be comfortable and effective in dealing with high net worth individuals
  - Minimum of 3-5 years clinical experience with a strong current working knowledge of the healthcare and pharmaceutical environment is required
  - Ability to collaborate with and influence, particularly with senior level field leadership, as this role will be working across multiple branches and/or regions
  - Passion for driving actions and achieving results, with a competitive spirit of winning and an orientation towards achievement
  - Insurance certification(s) preferred
  - 10+ years proven sales and sales management track record in small commercial insurance environment