



# Example of Director, Regional Job Description

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Our company is searching for experienced candidates for the position of director, regional. 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

- Responsible for identifying and capitalizing upon new opportunities for expanding membership, programs, and services
- Act as primary liaison between client organizations, vendor, staff team and corporate service divisions to ensure cooperative environment
- Provide leadership, support, and actively participate in client committees and task forces
- Administer day-to-day maintenance of staff and allocate staff and resources to meet objectives
- Maintains membership with the Canadian Nuclear Association
- Responsible for the development and management of an annual P&L, operating and capital budgets for the assigned areas within the region
- Sets annual KPIs for Area Managers in conjunction with Regional VP and Business Development leadership, to achieve flight volume plan, same base transport volume, grow existing customer contracts, and consistent communication flows for assigned bases and the region as a whole
- Works closely with the Business Development team in pursuit of new customers and acts as senior account executive for existing customers
- Coaches Area Managers to ensure achievement of targets as reflected in the monthly base scorecard
- Leads and coaches Area Manager performance for service excellence at assigned bases to ensure high levels of quality and business practices that meet and/or exceed established standards

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- Must be able to travel throughout the designated region
  - Minimum of three years multi-unit Regional experience (equivalent to a minimum of 10 years of DM multi-unit experience)
  - Minimum 10 years' experience in Commissioning, Qualification, Validation and Compliance in pharmaceutical industry
  - Marketing and / or MBA preferred
  - Maintains customer and competitor intelligence profiles
  - You are an entrepreneurial, quantitative leader, and passionate about education