

Informacje ogólne

Numer referencyjny	EA/AS/675/GEN
Data utworzenia	2019-02-05
Branża	Kadra Zarządzająca
Stanowisko	Managing/General Director
Województwo	Cała Polska
Miasto	Cała Polska
Ilość wakatów	1
Wymagany własny samochód	False
Termin składania	2019-05-06

Opis

For our Client - an international technical company that offers service solutions for construction industry (like general contractors, investors etc) we are looking for

## Managing/General Director

EA/AS/675/GEN

**Main responsibilities:**

1. Responsibility for company's budget, P&L and annual investments
2. Optimisation of internal processes, structures and Branch offices
3. Fulfillment of sales (volume and revenue) and profit targets
  - Development and delivery of business plan working in collaboration with the European HQ to support and grow the business
  - Ensuring the consistent development of sales and marketing strategies that drive the Poland business to meet commercial goals and objectives
  - Communication of goals and motivation team in line with strategies
4. Establishment of strongest possible commercial relationships with key customers
  - Executing and developing sales/service projects in Poland
5. Management and development talents within the Poland business
  - Providing strong leadership capability to maximise the team's potential
  - Supporting people development, rewards and resourcing
  - Resolving operational issues through close cooperation with managers in the company

**Qualifications:**

- Several years of experience as a Branch Manager, Sales Director, Commercial Manager with proven track record in sales of complex services for construction industry or in trade of technical products/goods ideally for construction related industry
- An experienced Sales Director or a 'Head of 'looking for a more senior step
- Evidence of budget control and company/branch management expertise
- Commercial – sales experience, with a proven track record of results
- Good knowledge of Polish construction market
- Master's degree in economics or/and technology
- Strong Leadership experience
- **Fluent** written and verbal communication in **English** is a mustEffective, high impact leader with the ability to get to the heart of issues rapidly and to act decisively with their team
- Naturally challenging and demanding in the pursuit of excellence and continuous improvement
- A leader, who is straightforward, articulate and tactful

- Capable of empathizing
- Disciplined thinker and an analytical, numerate problem solver who has the strategic judgement and the capacity to think through complex issues
- Bias towards action and decision making with measured risk. The ability to engage participation in the development of strategy
- Able to comprehend and articulate the “big picture” vision and direction whilst being pragmatic
- Negotiation and influencing skills
- High level of communication and business presentation skills
- Ambition to grow businesses and own career
- Collaboration with both close and remote teams

**We offer:**

- Employment in a stable well recognised organization
- Being a part of a strong organisation with great potential to grow on the Polish market
- Competitive salary, bonus and company car

Please note that we will contact only selected candidates. All interested in applying, please use the website <http://www.oferty.naj.com.pl/oferty> by add ref. number EA/AS/675/GEN