



JOB CODE: GSJ-O-191214-052

Managing Director / President & Representative Director 代表取締役

[APPLY HERE](#)

世界 30 を超える国に 2800

名以上の従業員を擁し、シートメタル加工の分野で優れたソリューションを提供、世界的なリーディングサプライヤーであるスイス企業が、日本法人の代表取締役となる方を募集しています。

The company is a leading global provider of high-quality solutions for the sheet metal processing business. The focus lies on the automation of the complete material and data flow of the cutting and bending process chain. The company's portfolio includes laser cutting systems, press brakes, and associated automation and software solutions. The company was founded in 1964 with its headquarter in Switzerland. In 2018, with more than 2800 employees, the company achieved a revenue of around Euro 900 m.

The 100 % owned Japanese subsidiary has been tasked with expansion and market share development and customer care. The position of the Managing Director/President & Representative Director will have a key role in these efforts.

THE POSITION

The Managing Director/President & Representative Director's main purposes is the overall management of the subsidiary including but not limited to increasing its activities and strategic development in all of the company's business segments, meeting the company's financial targets by achieving sales, marketing and profitability objectives for the Japan subsidiary as agreed at Group level, and to be responsible for the day-to-day operation of the business as well as for the customer care.

SKILLS REQUIRED

Performance - The Managing Director/President & Representative Director should be capable of increasing revenues and achieving a sales performance above budgetary projections. He should have a technical understanding as well as be able to develop business proposals and to initiate and successfully conclude business transactions.

CUSTOMER FOCUS

The Managing Director/President & Representative Director must imperatively be committed to a strong customer-oriented approach with a good track record in identifying changes in customers' needs and converting them into profitable business initiatives.

TEAM LEADERSHIP

The Managing Director/President & Representative Director will show a willingness to lead from the front and take risks or initiatives that encourage others to stretch themselves within the corporate framework. The Managing Director/President & Representative Director should be able to show recognition for concrete achievements, support and encouragement in the event of failures or mistakes.

MARKET KNOWLEDGE

The Managing Director/President & Representative Director must understand the market players and be able to capitalise on this knowledge to seize opportunities, which would persistently extend market shares with new and existing customers. The Managing Director/President & Representative Director must be able to understand the implications of market trends and to draw conclusions for appropriate actions. Ideal Candidates bring along a network of business contacts in the metal sheet and machine tool industry.

COLLABORATION

The Managing Director/President & Representative Director will be able to build close partnering relationships with customers, distributors, partners (product centres) and colleagues across different regions and business segments; and ensure that the mutual interests of all parties are met. The Managing Director/President & Representative Director will show an ability to recognize sources of conflict, such as cultural, functional or geographic issues and act to resolve them.

LANGUAGE SKILLS

The Managing Director/President & Representative Director speaks and writes fluently in the local language and English.

EDUCATION

The Managing Director/President & Representative Director will have a technical degree preferably with electronic and/or mechanical engineering background and/or a business administration degree with postgraduate technical qualifications, or he will be a qualified industrial engineer with demonstrated technical understanding of the industry.

This position requires approximately 5-10 years sales and marketing experience of this a minimum of 3-5 years of sales team management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling machine tools (investment goods), technologically involved components or systems/sub-systems as well as market and leadership experience in Japan and a longer term commitment to the company. Ideally, he should have several years of professional experience with high quality machine tools as well as know-how in capital goods preferably with European companies. Furthermore, the Managing Director/President & Representative Director should have professional experience in sales, strategy and business development. The Managing Director/President & Representative Director will report to the Senior Vice President Market Division Asia & Australia based in Singapore.

EMPLOYMENT TYPE: Full-time

POSITION: Managing Director President & Representative Director

LOCATION: Tokyo

REMUNERATION: 16 - 19 m

[APPLY HERE](#)

G&S JAPAN KK

The Plaza F Bldg, 801
5-35-15 Narita-Higashi
Suginami-ku, Tokyo 166-0015
Japan

T: +81 (0)3 6323 6975

E: info@gs-japan.jp