



JOB CODE: GSJ-O-190918-051

Managing Director President & Representative Director (代表取締役)

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世界 15 ヶ国に約 1600 名の従業員を擁し、幅広い産業分野で生産ラインの自動化、省力化機器を提供、ウェブガイドシステムやテンションコントロールシステム、検査システム等で業界をリードしている欧州企業の日本法人が、代表取締役となる方を募集しています。

The company is a specialist for system solutions and automation technology on running webs and belts. The company ranks among the worldwide leading suppliers of control, guiding, and inspection systems for the textile, paper, corrugating, film, tire, rubber, non-woven, and printing industries. Their broad product range comprises customized solutions for web control, web guiding and spreading, web tension measurement and control, cutting technology, measuring and inspection technology as well as print image monitoring.

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 industries using control, guiding, and inspection systems.

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 recognise 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 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 control, guiding, and inspection systems used in various industries (textile, paper, corrugating, film, tire, rubber, non-woven, and printing industries) 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 Group COO.

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