



JOB CODE: GSJ-O-200129-053

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

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高度な切削性能の先進的な研磨機で、業界でも屈指の存在になっている欧州企業が、日本法人の代表取締役となる優れた人材を募集しています。

Founded in 1909, The company is a medium-sized engineering company with a worldwide turnover of Euro 150 Mio. based in Germany. As a specialist in tool processing, the company is active worldwide in production and service. The product range includes sharpening machines for the wood and metal processing industry. In many areas the company holds the technology and market leadership worldwide. The company employs today more than 800 employees with production sites in Germany and China, 14 subsidiaries located in Austria, Great Britain, France, Italy, Poland, Spain, Sweden, Russia, USA, Brazil, China, South Korea and Japan with more than 30 agents.

The 100% owned Japan subsidiary has been tasked with expansion, market share development and extended 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 complex 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 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 interrelationships between the company, suppliers and competitors; and be able to capitalise on this knowledge to seize opportunities which would aggressively extend our market share with new and existing customers. The 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 Japanese grinding machine industry that helps to extend our existing customer base.

Collaboration - The Managing Director/President & Representative Director will be able to build close partnering relationships with customers, suppliers, partners and colleagues across different regions and business segments; and ensure that the mutual interests of all parties are met. The 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. German language skills would be a plus but not required.

Education - The Managing Director/President & Representative Director will have a technical degree preferably with 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 Representative Director will report directly to the Management of the Group in Germany.

EMPLOYMENT TYPE: Full-time

POSITION: Managing Director President & Representative Director

LOCATION: Omiya/Saitama (to be relocated to a brand-new facility)

REMUNERATION: JPY 16 – 19 m

[APPLY HERE](#)

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