



JOB CODE: GSJ-O-220507-087

Managing Director President & Representative Director

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コネクタ分野で世界展開しているヨーロッパ企業が、代表取締役となり会社をリードする方を募集しております。

The Company:

The Group founded in 1975, is an international corporation headquartered in Liechtenstein. The Group develops, designs, manufactures, and globally distributes innovative electrical, optical, and electronic interconnect products and systems. As a multi-brand company, the group has long dominated the world of professional entertainment and industrial applications, setting new standards in a wide range of segments. With about 1,000 employees, the group is a global leader in audio, video, power, and data connectors, digital network components, and power distribution and potential equalization systems. The group includes strategically placed subsidiaries in the United States of America, Great Britain, France, Japan, China, Hong Kong, and Germany. A network of exclusive distributors in more than eighty countries worldwide provides global sales, technical support, and distribution.

The Position:

The Managing Director's main purposes is the overall management of the subsidiary including but not limited to increasing its activities and strategic development in all 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.

Key Duties:

The Managing Director will carry overall responsibility for the performance of the national company; he/she will secure the maintenance and expansion of the existing market position and the high profitability of the entire business operation in Japan. In this context, he/she will be responsible for the local market implementation of decisions made by the parent company, including performance control and reporting to the headquarters.

Skills Required:

Performance - The Managing Director should be capable of increasing revenues and achieving a sales performance above budgetary projection. He/she 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 must imperatively be committed to a strong customer-oriented approach with a good record in identifying changes in customers' needs and converting them into profitable business initiatives.

Team leadership - The Managing 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 should be able to show recognition for concrete achievements, support, and encouragement in the event of failures or mistakes.

Market Knowledge - The Managing 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 market share with new and existing customers. The Managing 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 electrical, optical, and electronic interconnect products and systems industry that helps to extend existing customer base.

Collaboration - The Managing 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 Managing 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 speaks and writes fluently in the local language and English. German language skills would be a plus but not required.

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

This position requires 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 electrical, optical, or electronic products, 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 connectivity as well as knowledge in audio, video, power, and data connectors, digital network components, or power distribution preferably with European companies. Furthermore, the Managing Director should have professional experience in sales, strategy, and business development. The Managing Director will report directly to the CSO of the group based in Liechtenstein.

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Employment type: Full-time

Position: Managing Director President & Representative Director

Location: Tokyo

Remuneration: JPY 16 - 19m

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