



JOB CODE: GSJ-O-250416-112
Managing Director | Swiss Company

The Group is a world leader in the development, manufacture, and sale of gear machines. Modern drive technology poses new challenges for design and quality assurance, particularly when it comes to drivetrain electrification. As a leading manufacturer of machine tools for cylindrical and bevel gear processing and precision measuring centres for gears and rotationally symmetric components, integrated systems supplier the company has a product portfolio that makes it ideally equipped to face such challenges. The company offers precise, high-productivity technologies that deliver solutions for manufacturing high-precision gears for gearboxes in motor vehicles (electromobility), wind power plants, trains, airplane engines, cement mills, and even drives for ships or oil platforms.

The Company's origins date back to 1863. With numerous R&D engineers around the globe and over 200 registered patents granted, the Company consistently demonstrates its capacity for innovation.

The 100 % owned Japan subsidiary was established in 1954, with currently 30 employees and more than 400 sales partners in Japan offers sales and service activities in Kanagawa and their own grinding service for tool maintenance at the Nagoya location. The Japanese team is supported by a close partnership with sales, technical and service colleagues from Germany and Switzerland. The Japanese subsidiary has been tasked with expansion, market share development and extended customer care and the position of the Managing Director will have a key role in these efforts.

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 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.

Key Duties

The Managing Director will carry overall responsibility for the performance of the national company; he 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 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 should have a profound

technical understanding as well as be able to develop business proposals and to initiate and successfully conclude 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 shall be a charismatic leader who is able to manage the cultural differences across the organisation and develop a company culture that fits the expectations of the group. The Managing Director should be able to show recognition for concrete achievements, support, and encouragement in the event of failures or mistakes and support the employee's development and self-initiative.

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 in close cooperation with the headquarters and manufacturing facilities in Switzerland and Germany. Ideal Candidates bring along a network of business contacts in the Japanese Gear Machine Industry that helps to extend our 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. His language skills must facilitate the cooperation between the various working groups within the company and the local entity.

Education – The Managing Director will have a technical degree preferably with mechanical engineering background, or he will be a qualified industrial engineer with demonstrated technical understanding of the industry.

The candidate should be a “hands on” person with a “can do” attitude, comfortable with working towards targets and objectives and with operation in the Japanese and international business environment. He knows how to lead an organisation within the bandwidth of sensitive to demanding, how to analyse markets and develop these with tailored and profitable strategies.

This position requires solid market and leadership experience in Japan as well as a longer-term commitment to the company. He should have approximately 10 years sales and marketing experience whereof min. 3 years of sales management experience within a relevant “high investment” technology industry and a high technical aptitude as it pertains to relevant systems and solutions preferably within the machine tool industry.

Job No: GSJ-O-250416-112

Employment type: Full-time

Travel: Extensively in Japan and sometimes overseas.

Location: Shin-Yokohama

Remuneration: The annual compensation is competitive and based on experience and qualifications. Details can be discussed and adjusted.

[APPLY HERE](#)

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