



JOB CODE: GSJ-O-250122-110
Managing Director | German Company

The company founded in 1790 in Germany, is the world market leader in the development and manufacture of specialist foundation engineering and mining equipment. The company, which is also a holding company for a number of subsidiaries, designs and builds heavy-duty drilling rigs, trench cutters, grab systems, vibrators, and deep drilling rigs, as well as the related tooling, at its plants in Germany. The core area of expertise – all the way to an internationally operating company that is now represented by the three segments Geotechnical Solutions, Equipment and Resources. The company also operates manufacturing facilities in the USA, China, Malaysia, Italy and in Türkiye. The Group with a turnover of around EUR 2 bn (JPY 324 bn) operates a global sales and service network.

Japanese subsidiary has been operating in the Japanese market for more than 50 years. At the local organization in Japan, they employ a team of sales and service specialist to supply equipment and aftersales service to the domestic market. The stable annual revenue is about JPY 1.6 – 1.9 bn (EUR 10 – 12 m) and provides steady profits. The total headcount is between 12 - 14 people with the focus on providing engineering sales and technical support to the long-term existing customers in Japan. Now the time has come to “switch the gear” to reinforce sales activities with Japanese customers and partners in both, the existing applications and market segments as well as new business fields. The Japanese subsidiary has been tasked with expansion, market share development and extended customer care. At the same time, the proximity to research & development of the highly innovative Japanese customers shall be increased to generate future business opportunities. 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 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. The Managing Director can evaluate potential opportunities, consult the customer accordingly and propose solutions. In a teamwork with the local sales and service specialists, the best possible equipment solution and after-sales service for the customer's benefit is developed and proposed.

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. The Managing Director should have the ability and willingness to enhance and lead a dedicated team in parallel to selling solutions and services developing a significant sales pipeline.

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 construction equipment industry that helps to develop and 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 has excellent English verbal and written communication skills and speaks, reads, and writes Japanese. German would be an advantage.

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

This position requires 5 - 10 years sales and marketing experience of this a minimum of 5 years of sales team management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling machinery equipment and services, 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/she should have several years of professional experience with high quality CAPEX (machinery, equipment) preferably with European companies. Furthermore, the Managing Director should have professional experience in sales, strategy, and business development. The Managing Director will report to the regional sales director based in Germany.

Job No: GSJ-O-250122-110

Employment type: Full-time

Position: Managing Director

Location: Tokyo & Chiba

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

[APPLY HERE](#)

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