



**JOB CODE:** GSJ-O-241127-108  
Managing Director | Swiss Company

The company headquartered in Switzerland, is a leading global partner for intralogistics solutions in an attractive and growing market. The Group offers premium automated products, standardised systems, and life cycle services that guarantee high availability and low total cost of ownership. They provide an intelligent entry into automation with its dynamic storage and retrieval systems, offers integrated material handling systems, small parts storage systems, and automated high-bay warehouses, and acts as a global AutoStore partner, offering flexible and modular storage and order fulfilment solutions. The Group employs around 2,500 people in over thirty countries. They have been listed on the SIX Swiss Exchange since 1989.

For the newly established 100 % owned Japan subsidiary located in Tokyo, the main goal for the new Managing Director is the development of the company's presence and its brand to achieving strong and profitable average growth by selling and supporting AutoStore projects to the established and new market segments in Japan.

The Managing Director is highly motivated to work in a startup environment and is open to a wide range of tasks. At the beginning he/she will be the only dedicated AutoStore person in Japan. The Managing Director will ultimately lead the growing team and supports the sales and business development activities of the company's AutoStore in Japan and provides strategies, business plans and roadmaps to further strength the formation of Japan subsidiary. The main attention applies to identifying, developing, gaining new AutoStore projects.

### **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 project bookings, 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 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 logistics consultants or independently, the best possible logistics and IT solution 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 build up and lead a dedicated AutoStore team in parallel to selling the first projects and 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 intralogistics 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 and writes fluently in the local language.

Education – The Managing Director will have a technical degree preferably with an 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 consulting experience of this a minimum of 3 - 5 years of project management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling logistic and IT solutions, 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 projects and solutions in the intralogistics industry and a strong understanding logistics in Japan. Furthermore, the Managing Director should have professional experience in sales, strategy, and business development. The Managing Director will report to the regional director of the company AutoStore based in Singapore and have regular communication with the Head of the company's AutoStore business unit based in Switzerland.

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**Employment type:** Full-time

**Travel:** Extensively within Japan and occasionally to other countries in the APAC region and to Europe.

**Position:** Managing Director

**Location:** Tokyo

**Remuneration:** JPY 18 - 23 million

[APPLY HERE](#)

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