

## Managing Director UK (Sales)

Our client is a German supplier and manufacturer of appliances, components and system solutions in the compressed air and vacuum technology. A significant business objective is to maintain a long-term security of client's market position, which demands high qualification, motivation and team collaboration. In order to maintain the business of the subsidiary (15 employees) in the UK and to ensure smooth transition of a Managing Director post, we are looking for a motivated person to manage and secure the business success in the United Kingdom.

Location: Bristol area

### Job description:

- Direct and manage all operational aspects within the country including sales, profit, revenue, client relationship and quality targets
- Assess local market conditions and identify current and prospective sales opportunities
- Acquisition of new customers
- Active consultancy of existing customer contacts
- Working out of product ideas in order to meet the customers need
- Develop forecasts, financial objectives and business plans
- Build and develop staff in order to execute successfully the on-going and future projects in alignment with the overall strategy
- Coordinate the activities between the HQ and the UK subsidiary
- Report to the General Manager of the German HQ

### Requirements:

- Bachelor degree or higher qualification in engineering or business with a good technical background
- Over 10 years experience in sales and management positions
- Experience on air compressors and vacuum pumps or related products would be a plus
- Very good communication, negotiation and sales skills
- Team player, strong in modern leadership and management techniques
- Excellent organisational skills

### Clients offer:

- High degree of autonomy and the opportunity to further develop the market and strength the company's position in the market
- Introduction to the business by the current Managing Director

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to [application@remel-es.de](mailto:application@remel-es.de).

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at [www.remel-es.com](http://www.remel-es.com).