

Managing Director – UK (Sales & Service)

Our client is a traditional German company that is a worldwide market and technology leader for sawing and storing of metal bar stock and sheet metal. With a history of more than 150 years and 700 employees worldwide, the company serves its customers all over the world. To maintain and enhance the success on the British market, our client is looking for a Managing Director for its sales and service office in Milton Keynes.

Location: Milton Keynes

Job description

- Complete P&L responsibility for the subsidiary in the UK
- Market development and expansion in UK & IE region
- Management and control of admin, sales and service team (currently 10 employees)
- Ensuring compliance with all legal regulations
- Responsible for HR processes and recruiting
- Customer acquisition and key account management
- Representation and networking throughout the region
- Acquisition, on-boarding and management of sales and service partners
- Trade show and marketing planning in coordination with the marketing department of the headquarters
- Regular reporting and coordination with the Management Board

Requirements:

- Academic degree or higher qualification in engineering or business with a good technical background
- Over 10 years of experience in sales and management positions within capital goods (mechanical engineering / machinery)
- Very good understanding of technical as well as financial matters
- Leader and a team player with ability to work closely with an international, cross-functional team
- Excellent verbal and written communication skills, convincing personality
- Existing business network in the steel / steel distribution industry in the region would be an advantage
- Technical software skills and experience: MS Office; SAP would be an advantage.
- Frequent travelling within the UK: approx. 50%.

If you believe you meet the criteria to apply for this role, please send us your detailed CV to application@remel-es.de.