

GENERAL MANAGER

REF: 0735

Our client is a highly successful and ambitious organisation who has been operating for over 60 years in Ireland and the UK. They now wish to recruit an experienced, talented and commercially focused General Manager who has the skills, drive and passion to oversee the day to day running of the business.

Job Purpose

The General Manager will be responsible for all commercial and operational aspects of the business and will therefore have a significant impact and contribution to the overall success of the business. The person appointed will have control of sales, customer support/service, marketing, parts, finance and administration.

Responsibilities

- Provide leadership, manage a small team, and manage the business on a day-day basis
- Drive sales and business growth in a hands-on manner and lead/manage the 2 field-based reps to achieve financial target.
- Manage and develop Key Customer accounts
- Liaise with suppliers to negotiate prices, place orders and introduce relevant new product types to the portfolio
- Deal with any staff issues in a timely and professional manner
- Plan service calls with the field engineers to attend breakdowns, service equipment and provide general maintenance support when required
- Oversee the ordering and sale of spare parts, ensuring margins are maintained and this area of the business is profitable
- Deal with customer queries, warranty queries and request for pricing in a timely and accurate manner
- Attend site visits to help with sales, building customer relations and to offer general support in the UK & Ireland
- Plan, set up and attend trade shows relevant to the company
- Liaise with marketing department to promote brand and the range of products
- Ensure full compliance of the team with site policies, procedures and H&S regulations
- Cooperate with the Senior Management Team in relation to the sales, finance and the general running of the business

Experience & Qualifications:

- Whilst a third level qualification is preferred, a proven track record of general management within an industrial/engineering environment is more important
- A proven track record of commercial achievement, with a significant part of this served at senior management level
- Background of managing a small team (preferably equipment related business) including sales, service/after sales, finance and administration
- A strong motivator with excellent communication skills
- Proven track record of consistently meeting financial targets

The Company reserves the right to vary criteria at the shortlisting stage.

Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds

To apply for this role, please send your CV via the link or email con@spectrumes.co.uk

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