

Title: Managing Director, North America

Location: Atlanta

The company: Our client is the USA subsidiary of a well-established, world-renowned company in the area of manufacturing products for the construction industry.

Role Focus: The Managing Director is responsible for the vision, strategic planning, leadership, as well as the P&L and strong financial management for the North American Division.

Key responsibilities:

- Effective leadership of your teams to enable them to perform to the standards required by the business, setting clear performance objectives and measurements.
- Develops, leads and implements the business strategies, annual budgets and forecasts in order to achieve the financial objectives of the business.
- Brings new and innovative ideas to the business, looks for opportunities to expand the business, and creates goodwill in the marketplace.
- Analyzes performance and ensures the identified recommendations are implemented in order to achieve forecasted profit targets.
- Develops and implements a sales strategy and drives the sales team to make a strong impact on the North American market.
- Develops and implements a set of business KPI's in line with the company's business strategy.
- Undertakes regular communications and other activities with your teams to foster a culture of employee engagement at all levels of the business.
- Ensures that the Company's philosophy and value base is communicated and adhered to consistently across the organization.
- Responsible for exceptional customer service delivery at all levels.
- Participates with the sales team in negotiations of new customers and development of key accounts.
- Leads the implementation of business improvements and other organizational initiatives and effectively manages resistance to change where it arises.
- Pro-actively leads and promotes people development specifically in areas such as talent management, project management, commercial awareness, technical development and people management and leadership skills.
- Ensures that the company meets all its legal requirements.
- Ensures that the products produced and sold to customers are of high quality in accordance with the company's quality standards.

#### Education & Experience:

A Bachelor's degree in a relevant field, from an accredited university plus seven (7) to ten (10) years of senior level management experience of a similarly sized/type of manufacturing company, in a role with full P&L responsibility. We prefer someone with an MBA who has a strong background with market and business development, as well as experience with acquisitions.

#### Must have:

- Strong leadership skills, communication skills, and interpersonal skills.
- The ability to anticipate possible obstacles and propose favorable solutions.
- The ability to problem solve and deal with people at multiple organizational levels both internal and external.
- Strong business skills and experience in strategic planning, budgeting, and financial management.

#### Must be able to:

- Foster and maintain a strong team working environment.
- Set and manage multiple priorities.
- Demonstrate experience and capacity to lead, manage, motivate, inspire, train and collaborate with staff.
- Must be able to travel domestically and internationally.