

TITLE: VICE PRESIDENT/GENERAL MANAGER

LOCATION: Western Australia

COMPANY: Our client is a fast growing industrial manufacturing corporation with a presence throughout the AsiaPac region.

ROLE FOCUS: As VP/General Manager, you will be charged with developing a business strategy to grow the company into additional product & application areas. You will be responsible for the entire business P&L and all facets of the company.

RESPONSIBILITIES:

Identify product and market opportunities

Drive market diversification

Drive innovation and develop product pipeline

Provide direction to sales, marketing, legal, finance, manufacturing and supply chain teams to ensure product launch dates are achieved

Set product forecasts and sales targets

Drive improvements in customer focus and responsiveness

IDEAL CANDIDATE:

- 5+ years experience running full P&L business of at least \$150-\$150M, or larger unit that is vertically integrated
- International business oversight experience with an industrial oriented product manufacturer
- Have experience growing business into new industries & product applications
Be a strategic leader that develops a plan to not only achieve but exceed company goals
- Multiple product & industry experience is beneficial
- Four year Degree required, MBA would be a plus
- Has strong customer interaction experience with OEM's
- Experience with NPI (New Product Introduction)

- You need to be an intellectual leader capable of understanding the product and discover opportunities for growth
- Experience building and managing a global leadership team
- Strong financial acumen
- Lean manufacturing experience a plus