

# External Recruitment Advertisement

## Managing Director Alunox



We are looking for an experienced Managing Director to control and oversee all business operations, people and ventures within our Alunox site at Willich in Germany. The job holder will be responsible for the overall success of the business.

The ideal candidate will be a strategist and a leader able to steer the company to the most profitable direction while also implementing its vision, mission and long term goals. The goal is to ensure the company is constantly moving towards fulfilling its short-term and long-term objectives and does not diverge from its strategic guidelines

The successful candidate will bring fresh enthusiasm, motivation and hunger for business to help strengthen the team.

If you have the experience and qualities below and would like to join the Welding Alloys Group, then this role may be just what you are looking for.

### What we are looking for:

- Proven experience as a Managing Director or other managerial position, preferably within the Welding Industry.
- A strong people manager who can provide leadership and build strong relationships both internally and externally.
- Somebody who can drive through growth based on tangible targets and results.
- The ability to motivate a team in order that they have a Can Do attitude and enthusiasm to support the long-term goals of the Alunox as well as the wider Welding Alloys Group.
- Excellent interpersonal, technical, verbal and written communication skills.
- Language skills – fluent in German and English
- Proficient in sales, business development and business planning.
- Proven track record of P&L accountability and English.
- Experience in welding consumable wire sales and distribution business.
- Commercially aware with an analytical mind and attention to detail.
- A strategic thinker with operational delivery capability.

### The Role:

- Responsibility for health and safety and environment ensuring a positive culture exists towards health and safety at all levels of the business
- Full P&L and financial accountability for the performance of Alunox.
- To drive through sales within the territory defined whilst ensuring the profitability of Alunox.
- To support and develop the One Welding Alloys culture
- To lead, coach and develop the local team to help them deliver and exceed local business plans.
- Ensure the implementation of Group initiatives as determined by the Group Executive team.

If you believe you have the capability of meeting the above requirements, please send in a covering letter along with your c.v. to Shirley Irons, Group HR Director at:

[shirley.iron@welding-alloys.com](mailto:shirley.iron@welding-alloys.com)

A full Job Description is available upon request.

**Closing Date for Applications: 15<sup>th</sup> February 2020**