

To whom it may concern

Looking for Managing Director for China Subsidiary

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May 2019

I would like to kindly ask for your support.

An Internationally active, medium-sized and family-owned capital goods manufacturer, located in the Southwest of Germany with 700 employees is a leading supplier in the field of special industrial equipment and of components for the automotive industry. They look for the Managing Director of their China operations in the industrial division. The company employs in China around 100 people in various locations.

Job description:

Job title: Managing Director

Location: Jiangsu province, China

Reporting to: Board of Directors in German HQ

Availability: as soon as possible

Travelling: 25 up to 50% in Asia, few times each year to Germany

Task description:

- Full P&L responsible for industrial division of company in Asia
- Strategic and operative business, company and cost planning in cooperation with global board
- Sales focus: Drive market exposure by searching and implementing strategic long-term collaborations with key players and partners in the market
- Keep abreast of industry trends and developments and report back to HQ about the China development trends
- Keep and increase alignment between China company activities and companies' corporate culture and mission
- Lead the company's strategic and operative enhancement of organizational and operative structure of all company divisions
- Matrix Management: Ensure that China management collaborates closely with counterparts from across the global organization
- Coordination and harmonization of sales and production actions of company in Asia
- Representation of company within the group as well as towards main business partners and institutions

Skills:

- Engineering or Business and Engineering degree or other relevant
- Several years of management and leadership experience in a China located industrial company, preferred subsidiary of medium-sized, internationally operating group
- Experience with sales as well as production companies in China

- Substantial practical experience of Chinese and European culture, culturally sensitive
- Strong background in B2B business, especially industrial. Automotive experience beneficial
- Proven success in implementing change processes
- Excellent methodical skills (project management, leadership, lean management etc.)
- Good general business acumen to keep companies' growth in mind
- A working knowledge of China government regulations pertaining to the business
- Demonstrated ability to recognize, prioritize, and evaluate market trends and specific growth opportunities
- Experienced networker
- Result-oriented, cooperative management style
- Able to lead and motivate staff across different levels and cultures
- Long term perspective on business, strategic insight, intellectual capability and collaborative mindset to understand and effectively operate in a global, complex, matrix environment
- **Native German speaker preferred**, fluent English. Additional Chinese language ability is extremely welcome
- Excellent interpersonal skills (e.g., negotiation, listening and communication skills)
- Willing to work in Jiangsu province and live nearby
- Willing to travel internationally to Europe and within China
- Long-term plan to stay in China

If you know someone who could be the right person, please pass the information to him and let him send a CV in English or even German to me.

I know the CEO of the company behind for some years. We agreed that I forward the information to my personal network. Therefore you receive this information.

I would be pleased to hear from you, in case you have the right contact.



Hanns-Robert Mayer
Managing Director