

Our client is the valued global market leader in agricultural plant engineering and construction. Across five continents and in more than 100 countries, the name stands for long-lasting quality, rapid service and unsurpassed know-how. The family owned medium - sized company has planned and realized systems for production sites already since the 1930s. It is recording consistent international growth and its positive outlook and global orientation have enabled it to expand steadily, maintain its independence and achieve significant stability. Its ownership structure allows to pursue highly progressive strategies for the future, based on long-term investment strategies.

We are now looking for a senior manager for this global role to join this enterprise as soon as possible to act as

Business Unit Manager (m/f)

Your responsibilities:

- Being part of the global management team, you are the one to take on P&L responsibility for one of three business units and a triple digit turnover
- You manage the performance of the team of 150 members with focus on product management, product development and business development
- Your local team supports the eight global regions which are responsible for sales, customer solution engineering, order processing and after sales services
- Your professionals identify products, technologies and capabilities needed to advance market position, conquer new markets and increase global market share. They drive product life cycle and technology development, road maps for future investments linked to customer needs
- The staff cares for BU specific research and development projects for new products, product improvements and assembly
- You are responsible for the general global pricing strategy, the global and regional product strategies, standardization of products and components and the corresponding training programs
- You represent the organization on international trade shows, conventions, in front of government agencies, universities etc.
- On the headquarters level four directors report directly to this position. In addition there is a close direct interaction between the Heads of Regions, the regional customer solutions groups and the Business Unit Manager
- You will be permanently based at the global headquarters in North Western Germany
- The position reports to the CTO

The requirements:

- To have the managerial and leadership competencies to build and manage a high performing team who will exceed targets and expectations
- Personal drive and ambition to deliver outstanding results
- Ability to attract high potentials and coach respectively develop individuals and groups
- Bachelor degree in engineering, economics or agriculture. Applications from candidates with relevant experience but with a different education base are also welcome
- About 10-year relevant business experience
- Proven track record of delivering operating results and profit
- Good understanding of financial matters, budget and forecast
- Ability to evaluate business plans, contribution and risk
- Talent to improve and implement processes and structure
- Ambition to work effectively in different cultures and geographic areas including travelling to those areas and winning confidence of opinion leaders and key accounts
- Excellent verbal and written communication skills in German and English. Knowledge of other languages, e.g. Chinese, Spanish, would be helpful
- Experience in marketing and sales of investment goods through direct sales, distributors and other channels
- Solid experience and skill set in mechanical engineering, product development, and product management
- Good strategic vision, but still open to work with a hands-on approach
- Analytic mind set to develop strategies and visions, structured, well organized
- Must work effectively in a family owned management environment

Our offer:

You will become a major part of an internationally well-known and recognized market leader with excellent expertise and a growing portfolio of innovative solutions. We offer ambitious candidates the rare chance to take over full responsibility for your team, decisions and results in markets with high potential. You will be working in an innovative and research-oriented family business that is a growth oriented player in the segment, driven by the market, with technology as its basis.

For the first contact, our consultant Dr. Felix von Hardenberg and his team will be pleased to talk to you on the phone at +49 8178 9986410. Please send your details (covering letter, CV, salary expectations and your earliest possible starting date) by email to application@hardenberg-consulting.com indicating the code **TG1872211**.

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