

Sales Director / Chief Operating Officer

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 500 €**

Cena: **3 000 € bez DPH**

Preferovaná pracovná pozícia

Obchodný manažér

Country director/manager

Ekonomický/finančný riaditeľ

Obchodný riaditeľ

Investície (investičné stratégie)

Krízový manažment

New Business Development

Preferovaná lokalita

Bratislavský kraj

Jazyky

Nemecky - Expert (C2)

Slovensky - Expert (C2)

Anglicky - Pokročilý (C1)

Zručnosti

SAP - Pokročilý, Microsoft Office - Pokročilý

Pracovné skúsenosti / Work experiences

07/2019 - present

Operations Manager

Zameranie spoločnosti:

Renting and operating of own or leased real estate

- » Real Estate development / investments, management of company's operations, revitalization of owned commercial properties (office buildings / administration production, warehouse facilities and infrastructure)
- » coordination of maintenance and technical services
- » supplier management, tender and contract management, technical purchasing
- » close cooperation with building contractors, construct. companies, architects, sub-contractors and building inspection
- » Project management (building systems engineering / technical building services, HVAC)
- » cooperation in budgeting, controlling, supervision and cash-flow management
- » operational support to the renters (Ministry of Justice, Welding Research Institute, etc.)
- » reporting and supporting the Operations Director / CO

06/2018 - 06/2019

Commercial Manager

Zameranie spoločnosti:

International road transport

- » setting up and implementation of company's business strategy and business plan in cooperation with the controlling company / shareholder
- » crisis management, restructuring of the company (financial, operational), optimization of internal processes and procedures
- » collaboration within the holding in order to develop and optimize customer relationships especially with global key-accounts
- » development and maintenance of relationships with key-accounts / key-suppliers of the company in Slovakia with focus on the automotive, construction, FMCG industry
- » identification of new business opportunities and company's further development
- » responsibility for project and tender management, methodical management and coordination of all relevant processes related to participation on tenders
- » project financing (structuring, budgeting, leading and supervising)
- » cooperation with Business Unit Managers in order to maximize profit, set up and achieve defined company's KPIs (i.a. EBITDA, ROS, ROA)
- » cooperation with the Finance Manager for the purpose of cash flow optimizing, implementation of factoring, annual budgeting, forecasting and sales controlling

- » leading, motivating and mentoring a team of employees
- » P&L responsibility, reporting to the CEO / Country Manager and to the controlling company / shareholder in Czech rep.

03/2015 - 05/2018

Country Manager SK/CZ

Zameranie spoločnosti:

Consulting

- » optimization of expenses and process optimization in renowned companies in Slovakia, Czech rep. and Hungary with focus on logistics optimization, mainly within the automotive, machine building, FMCG/consumer goods and construction industry
- » execution of the logistics audits, analyses, tenders and contract-logistics projects
- » optimization of the whole supply chain network and strategic sourcing activities
- » implementation of general contracts with suppliers and logistics services providers
- » implementation of cost saving projects followed by cost controlling
- » supporting the customers by re-structuring the supplier portfolio, searching for synergies and new suppliers, process optimization, improving the quality and increasing the service- level of the customer's suppliers (logistics service providers)
- » project management with focus on Lean Logistics implementation projects
- » key-account management and responsibility for systematical business development
- » new project / customer acquisitions, contract negotiations and contract settlements
- » cooperation with HQ in Germany in financial/controlling and marketing matters
- » leading the operations and sales team incl. recruiting and mentoring the team members
- » P&L responsibility, reporting to the Managing Director CEE

06/2013 - 02/2015

Sales Team Manager

Zameranie spoločnosti:

Electronics

- » responsibility for the coordination and development of sales and distribution in an international electro-technical company in Slovakia and Czech rep.
- » management of existing accounts, acquisitions of new customers (automotive, machine building, industrial and consumer electronics producers)
- » management of existing suppliers, identification of new suppliers (global sourcing)
- » tender management; price, terms, conditions negotiations, general contract settlements with customers and source to contract processes on the supplier side
- » close cooperation with the product management and R&D department

- » collaboration with R&D engineers and purchasers on customer side
- » coordination of the whole logistics process (from manufacturer to the customer)
- » cooperation with warehouse manager in order to optimize the inventory turnover
- » leading the sales/back office/customer service team
- » responsibility for the budget (annual turnover, earnings) and sales performance KPIs
- » reporting to the general management - CEO / CTO (in commercial / technical matters)

Vzdelanie / Education

09/2010 - 06/2013

University

Corporate Finance, Business Informatics

09/2007 - 08/2010

Faculty of Law

Corporate and Financial Law

not specified

Other skills: **VBA, SAP (FI CO), CRM / WMS / EDI Systems, Mac OS, Python**