

GENERAL MANAGER

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Company: Anoniem

Location: Belgium

Category: computer-and-mathematical

Bedrijf

Our client is active in the disruptive urban mobility world. They want to create an impact on the climate by offering environmentally friendly and cost-efficient power-driven urban transportation solutions towards B2B. They offer an easy and full high service solution. In order to drive the growth in Europe and to lead the new EU office, our client is seeking a highly motivated General Manager, with a solid sales & marketing and operational background.

Functie

We are seeking a motivated and dynamic individual to join the team as a General Manager. In this leadership role, you will be responsible for driving the overall success and growth of operations in the EU region. With a strong commercial background, you will oversee various functions including sales, marketing, operations, and customer service. Your strategic vision and exceptional leadership skills will be instrumental in achieving sales, revenue, and profitability goals.

Develop and execute a comprehensive European business plan to achieve sales, revenue, and profitability targets.

Lead, manage, expand a diverse team, including sales, administration, service, and support personnel, providing guidance and support to help them achieve their goals.

Identify and capitalize on new business opportunities through market analysis and staying ahead of market trends.

Establish and nurture strong relationships with customers, partners, and stakeholders in the

Benelux, France, and UK regions.

Effectively manage resources and budgets to ensure efficient and cost-effective operations.

Foster a culture of excellence, teamwork, and customer-centricity, ensuring an exceptional customer experience.

Profiel

Proven track record in a commercial leadership role within the automotive, mobility, leasing, or transport sector.

Demonstrated ability to successfully lead and scale up business operations.

Strategic thinking and analytical skills, coupled with a hands-on approach to problem-solving.

Master's level.

Experience in managing diverse teams and driving sales performance.

Excellent communication and interpersonal skills with a dynamic approach.

Able to prioritize, recognize critical matters, take responsibility and multitask.

Fluency in Dutch, French, and English.

Ability to travel regularly within the region.

Aanbod

Join the team and be part of an exciting journey to lead and grow a stimulating business model in the EU market.

Interested?

Send your application to Archetype - Iris Schats.

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