

CAREER OPPORTUNITY

Employee Referral Eligible

Open Date: April, 2021

Organization/SBU: Industrial / Automation / Gimatic

Close Date: June, 2021

Location: Germany

Title: [Subsidiary Business Leader / General Manager - Gimatic Germany](#)

Reports To: Chief Operatic Officer

Salary Grade: N/A

Relocation: TBD

Hiring Manager: Guerino Rosso

HR Contact: Ingrid Delgado

Gimatic Germany has an exciting career opportunity for an experienced General Manager at Gimatic to play an integral role in achieving the business goals and objectives for profitable growth. The right candidate should have a proven track record of achieving the business plan, by delivering on commitments through commercial, operational and financial excellence. He or she should have a proactive leadership style and approach and build collaborative teams, in alignment with our corporate values. Leveraging our Barnes Enterprise System (BES), the leader should also be able to effectively champion change initiatives to drive and support the continuous improvement efforts of the business and organization, as well as promote and support our enterprise-wide strategic enablers of Innovation and Talent Management. If you are a high-energy, motivated individual who thrives in a fast-paced environment, please submit your name and credentials for further consideration.

Core Responsibilities:

- Has full responsibility and accountability for leading the Gimatic Germany subsidiary business (DACH+Benelux Area), and managing efforts to achieve the business plan (performance objectives for revenue, profitability, cash flow, etc.) through full utilization of the BES and its key business processes that drive Commercial, Operational and Financial Excellence.
- Works collaboratively with Gimatic Leadership Team to develop and execute the growth plan to drive increased profitable sales for growth the spectrum products and services offered, effectively managing from market assessment, to initial consultation through assembly and ultimate delivery, while maintaining the highest standards of customer support and performance throughout the process.
- Possesses a track record of planning and directing the overall activities of the business that meets/exceed established performance metrics along with business goals for safety, environmental stewardship, growth, profitability, quality and delivery of products to customers.
- Leads by example and has a demonstrated leadership in hiring and developing strong teams via Talent Management principles and processes. Recruits, develops and retains qualified talent to help run the business today and position the business for success in the future.
- Effectively manages the business aligned with operating procedures, budget spending, capacity planning, labor efficiency, demand management, and customer service expectations.
- Leverage the full complement of technology and innovation to support the performance of the business. Collaborates on enterprise-wide innovation efforts and produce integrated products and services that can be leveraged and marketed.



Qualifications:

- Minimum of 7 years of operations, manufacturing/engineering experience. At least 5-7 years of experience of effectively leading and managing people. Solid project management skills, and prior experience with business development and new product introduction (NPI).
- Prior customer facing experience, specifically in a direct sales capacity. Demonstrated ability to build relationships internally and externally to the organization with a focus on meeting or exceeding customer service expectations.
- Extensive knowledge of the automation market with a focus on automotive, industrial automation, plastics, pharmaceuticals, food & beverage end markets.
- Demonstrated leadership effectiveness. Must be an effective change leader; balances consistency with flexibility and willingness to change ideas in the face of new information. Impeccable integrity; superior interpersonal skills; able to communicate/engage personnel at all levels of the organization.
- Proficiency in English language, preferably in a multi-national or global enterprise.

Education/Training Requirements:

- Bachelor's degree in a technical / in engineering discipline (e.g., automation, robotics, mechatronics, mechanical or similar technical discipline)

Instructions:

To be considered for the above position, please visit our website: www.BGInc.com www.gimatic.com Click on careers, search for the job posting in which you are interested and submit your resume online.

At Barnes Group Inc., career development is a shared responsibility in which all employees are encouraged to develop, improve, and enhance their skills and professional growth to support our business objectives.