

General Manager

总经理

Location: Qingdao, China

Starting date: ASAP

ABOUT THE COMPANY:

企业介绍

The company provides clients with a wide range of services solutions in the field of rail transport, from heavy maintenance to modernization. As the same time, it is also highly competent in signaling supplies.

该公司在轨道交通领域为客户提供广泛的服务解决方案，既包括重型维护，也包括现代化设施改造。同时，该公司也提供优质的信号供应服务。

MISSIONS:

工作内容

- To lead Management Committee, to manage and lead the activities of shock absorber, in reaching the annual target given by the Board (such as order intake, sales, gross margin, profit, and production capacity, etc.) and eventually to secure the growth of the JV Company

领导管理委员会，管理和领导火车油压减震器的各项活动，实现董事会设立的年度目标（如订单量、销售额、毛利率、利润和产能等），最终确保合资公司的增长；

- To monitor the strategic goals of shock absorber, such as growth, localization, industrial performance, investment plans, resources development, industrial and commercial partnerships, and supplier reliability, etc.

监测油压减震器的战略目标，如增长、本地化、工业绩效、投资计划、资源开发、可靠的工商业伙伴关系和供应商关系等；

Beijing

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- To bring all necessary support, through expertise & resources to the ongoing projects to achieve QCD (quality, costs and delivery) commitments and ensure 100% customer satisfaction

为进行中的项目提供必要的专业知识和资源支持，完成质量、成本和交付的承诺，确保客户 100% 满意；
- To maintain the market position and relationship with key customers, to grow the business both internally within the company and externally with 3rd party direct sales in domestic market, and to maintain and grow the reputation in the market

保证公司市场地位，维护与主要客户的关系，在公司内部以及第三方销售直接扩大国内市场，保证并逐步提高市场声誉；
- P & L owner and responsible for the site strategy and mission, deliver the settled site key financial KPI according to the budget and according to company strategy

作为运营和财务负责人，负责运营点战略及任务，根据预算和公司战略完成运营点的关键财务 KPI
- To act as the interface between the company and the Chinese partner. Ensure the constructive relations between the two partners of shock absorber; To interface with other non-Chinese Units and other site worldwide

成为公司与中国合作伙伴之间的接口。维护油压减震器得合作伙伴之间的建设性关系；与其他非中国单位和公司在全球的其他站点建立联系。
- Secure the site EHS and E&C compliance

确保现场 EHS 和 E&C 合规
- To coach and develop shock absorber employees towards a mature level to support business needs, i.e. ensure shock absorber is properly staffed with people with the right skills, knowledge and experience

指导和培训减震器员工发展，符合业务需求，确保减震器员工技能匹配，知识和经验丰富

REQUIREMENT:

任职要求

- Bachelor degree or above, technical educational background with additional business school education/training are preferred

本科或以上学历，有专业技术教育背景并接受过商学院教育/培训者优先考虑

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- More than 10 years working experiences in industrial company with at least 3 years multi-teams managerial experience at Site level;
10 年以上工程建设行业工作经验, 至少 3 年驻场团队管理经验
- Diversified experience in sales, marketing, tendering, project management and industrial is a plus
具有销售、市场营销、投标、项目管理和工程建设等多方面经验者优先
- Familiar with railway market key players and railway industry supply base is a plus
熟悉铁路市场参与主体和铁路物资供应基地者优先
- Perfect English and Chinese speaking; French speaking is a strong advantage
精通中英文; 会讲法语者优先
- Autonomous
自主性强
- Open minded, curious and quick learning, hard worker and team spirit
思维开阔、好奇心强、学习能力强、工作勤奋、有团队合作精神
- Legal, business and financial understanding
了解法律、商业和财务知识
- Strong skills in coordination, communication, teams management and change management
协调、沟通、团队管理和变革管理能力强

APPLICATION:

申请方式

Please send your resume to: bj-hr@ccifc.org

有意者请将简历投递至邮箱: bj-hr@ccifc.org

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