



**Posizione**

Sales & General Manager Chinese Plant (Cina)

**Società**

Italian Multinational Company

**Sede**

Foshan Area - Guangdong (Cina)

**Codice riferimento**

930/18 GMC

**Ultimo aggiornamento**

Lunedì 12 Febbraio 2018

Our client is a well established **Italian Multinational Company** with a strong profile within the **Ceramic Industry worldwide**, producing customized Industrial “Turn key” Plants.

**The Chinese Operations, counting 100 employees, includes Engineering, Purchasing, Outsourcing management, Production & Assembly processing, Logistics, Service and Administration departments, all activities linked to Local Public Administration.**

The position, including **General Management functions, Operations and New Business Management**, will be entrusted to the

## ***SALES & GENERAL MANAGER CHINESE PLANT***

### **Sales Support & Development of the Chinese Market**

Reporting to the **General Manager Italian Headquarter**, you will be in charge of the following projects: • Production capacity expansion (production type, volumes); • Quality improvement; • Efficiency, vendor selection/negotiation accuracy improvement; • Development of new technology machinery to support an important new business for the Chinese Market.

**Responsibilities include:** • Branch Profit & Loss; • Meeting the annual expense and investment budget; • Monitoring local costs; • Improving production efficiency: organizing



outsourcing, efficient production cycle, processing and logistics; • Job scheduling and cost management; • Local vendor qualification; • Data transmission processes to the group leader in association with the group's Internal Audit department; • Constant real perceived Quality and Process improvement; • Sales development of the New Business on the Chinese Market; • Market Research; • Public relations with local authorities.

**The ideal candidate has** a University Degree in Mechanical Engineering or similar, preferably with experience operating in China; Good working knowledge of English, basic Chinese is appreciated along with high motivation and interest in living in China.

**Required skills:** Acumen in Business management, Administration and finance knowledge (balance sheet, project cost/investment cost assessment; economic trend interpretation and analyses; evaluation of local tax impacts); Experience in negotiating and defining contracts with Chinese Suppliers. Experience in the industrial production field, plant management and ongoing process improvement.

**The company offers:** opportunity to lead an important Plant and Sales Management in China, representing activities of high strategic value for the Italian Group. Salary package and benefits in line with the Position.

**Job location: Foshan Area - Guangdong, China.**

**K&P Project Leader, Senior Executive Consultant Susanne Kristiansen** Reggio Emilia office 0039 0522 512067

### *How to apply for this position*

are kindly requested to send their Application, **Curriculum Vitae** with **Cover letter** to [risorse@kpconsulting.it](mailto:risorse@kpconsulting.it) indicating reference code **930/18 GMC** in the subject line. Please also indicate your **Skype address** and an indication of your **present Chinese or Italian salary package**.

We invite you to visit our homepage [www.kpconsulting.it](http://www.kpconsulting.it),

Please read the privacy policy (Law 196/03 - Privacy Code) on our website



*Ricerca & Selezione del Personale*  
*Assessment & Valutazione del Potenziale*  
*Sviluppo Manageriale*

[www.kpconsulting.it](http://www.kpconsulting.it)