

INTER
NATIONAL
MATCH

Country Manager

Retail Precious Metal
Poland

27/01/2011

Esther Sancho
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RESUMEN

Country Manager (CEO) for Poland with the objective of implanting a kiosk chain (aprox 100) in shopping malls around the country. Main responsibilities:

- To provide leadership to all teams in the country and lead the roll out
- To drive the achievement of sales and profit targets and to provide solutions when not met
- To drive and reinforce a positive culture
- To ensure all kiosks are operating in the most efficient and effective manner

DESCRIPCIÓN DE LA EMPRESA

International Company, with headquarters in New Zealand and Europe central offices in Barcelona is setting up business all over Europe at this moment.

DESCRIPCIÓN DEL PUESTO

Some of the functions will be:

Set up the Country Central staff and Coordinate Role Out the company in the country.

Lead the relations with country institutions and achieve all the permissions necessary.

Ensure sales targets are understood by lead buyers and support them to create focus and motivation for team members to achieve Kiosk targets.

Ensure the organization can operate effectively.

EXPERIENCIA

Essential experience as: General Manager, Sales/Retail Management, Extensive people Management, Start Up situations, Aggressive Rollout with 100 locations in around a year.

Desirable experience: Running own Business, setting up retail, sales or similar processes, managing team through change.

FORMACION

MBA qualification, University degree.

IDIOMAS

English proficiency. Polish native.

HABILIDADES y HERRAMIENTAS

General management, sales, customer focus, energy and positive disposition, operations / logistics, integrity, leadership, efficiency.

CONTRATACION

Immediate (beginning of march).

REMUNERACION

Variable related to business development. Significant shareholding depending the commitment.

CONTACTO

Send your CV to: Esther Sancho, match @ inamat.net