

INTER  
NATIONAL  
MATCH

COO Spain and Portugal

Metal  
Barcelona

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## RESUMEN

**The chief operating officer (COO) reports to the board and is responsible for the company's day-to-day operating activities, including revenue and sales growth; expense, cost and margin control; and monthly, quarterly and annual financial goal management.**

## DESCRIPCIÓN DE LA EMPRESA

International company that is expanding in all Europe needs to full fill this positions of new creation

## DESCRIPCIÓN DEL PUESTO

- Direct company operations to meet budget and other financial goals.
- Direct short-term and long-range planning and budget development to support strategic business goals.
- Establish the performance goals, allocate resources, and assess policies for management.
- Demonstrate successful execution of business strategies for company products and services.
- Develop, establish, and direct execution of operating policies to support overall company policies and objectives.
- Advise the management team on key planning issues and make recommendations on important business decisions.
- Strategic planning and resource allocation
- Establish operational processes/ process improvement
- Ensure standards control of all company output as pertains to delivery of services
- Ensure all department heads are fully informed of operational objectives
- Set operational and / or performance goals for each department which are aggressive, achievable and tied to long-term goals
- Establish and monitor performance reporting systems
- Monitor department performance against performance goals to ensure that progress is being made
- Conduct regular meetings with department heads to ensure that priorities are clear and coordination is good.
- Ensure activities comply with organizational requirements for quality management, legal stipulations, and general duty of care.
- Facilitate resolution of issues between departments.
- Take charge in high-priority crises.
- Have regular contact and interaction with employees across every level of the business

## EXPERIENCIA

- Excellent interpersonal, communications, public speaking, and presentation skills both in English, Spanish and ideally Portuguese.
- Solid working knowledge of budgeting, sales, business development, and strategic planning.
- Ability to generate respect and trust from staff and external constituencies.
- At least 10 years of experience, with 5 in an executive level position, such as general manager or vice president.

## FORMACION

MBA qualification, University degree.

## IDIOMAS

Fluent in different European languages.

## HABILIDADES y HERRAMIENTAS

- Ability to lead, plan and manage change
- Passion and willingness to become immersed in work
- Initiative
- Strong organizational skills
- Strong time management skills
- Strong negotiation skills
- The ability to set priorities
- Good communication skills
- A hands on approach to bussiness

## CONTRATACION

As soon as possible.

## REMUNERACION

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

## CONTACTO

Send your CV to: Esther Sancho, [match@inamat.net](mailto:match@inamat.net)