

JOB PROFILE

Euro-Mit Staal B.V.
Manager Sales Operations

Focus on operations and supply chain



Office: Vlissingen(Ritthem)

1. EURO-MIT STAAL B.V.

EURO-MIT STAAL B.V. (EMS) in Vlissingen is a subsidiary of the famous Japanese international trading company and multinational Mitsui & Co., Ltd. EMS is a service center specialized in processing the higher grades of electrical steel for the transformer industry mainly in Europe. Core values towards customers and internal organization are service, quality and safety. Also durability and the development of employees are important within EMS.

To the website: <https://www.euro-mit-staal.com>

2. PROFILE and PURPOSE

To understand the EMS strategy and act in line with such strategy. Maintaining present business by being in control of all the operational sales processes.

You are managing the commercial department consisting of three account managers and four desk/back office employees. You are member of the management team and report to the Managing Director. Being part of the management team and you are able to work together with Production, Engineering, Development, QHSE, Administration & Finance, ICT, etc. to keep the daily work and control of the commercial department running.

3. TASKS AND RESPONSIBILITIES

- Responsible for the operational sales processes and working closely together with production and supply chain.
- Developing and managing the Commercial Department in order to optimize the operational sales processes and to maintain good relationship with both customers and suppliers.
- Guiding and inspiring a young team, making decisions and solving operational bottlenecks.
- Understanding the material flow management process of production and inventory management within EMS from incoming material to outgoing material, production process and requirements of the customers.
- Responsible for keeping the daily contracts and agreements with customers running.

- Sales section matters as described in the EMS document Functions and Responsibilities Exhibit.
- Purchase section matters (master coils / raw material) as described in the EMS document Functions and Responsibilities Exhibit.
- Responsible for a safe and clean working environment.

Concrete activities per main task

- Maintain and develop contacts with existing and new customers and suppliers of the (to be processed) material. Record and obtain relevant data, report in writing the various biz discussions. Create progress- and statistical reports.
- Plan, devise and implement data, manage basic operations; find new customers; decide and improve transaction terms; decide on delivery terms; act on customer service matters; control order status; check payments and receivables, determine creditworthiness and take care of any other related matter.
- Devise purchase policies; take care of purchase procedures, execute market surveys; manage supply sources; take care of any other related purchase matter.
- Responsible for a safe and clean working environment. Making use of the 5S methodology for the relevant place of work/workstation.

Required and applicable guidelines, rules/instructions etc.

Knowledge of general (inter)national sales- and marketing principles, EMS-quality manual, company instructions, general machine and tool specifications, customer / supplier specs. EMS personnel-guide, EMS communication bulletins and information sheets.

Responsibility and Authority

The Manager Sales Operations is fully responsible for sales activities, and is entitled to make related decisions based on EMS policies. Having authority does not eliminate the obligation of reporting of the business situation in timely manner to the Managing Director. Is responsible for carrying out the daily tasks in such a way that the impact on the environment shall be as less as possible.

4. JOB REQUIREMENTS, KNOWLEDGE, SKILLS, PERSONAL QUALITIES & COMPETENCES

- Hbo level/higher vocational education (e.g. commercial / industrial engineering & management)
- Having relevant international commercial/operational experience in a similar type of management function within the industry, preferably gained at a technical / production related company, for example steel, bulk goods, commodity, trading etc.
- Ability to read and write the Dutch and English language is required.
- Feeling to act with different cultures

- The job also offers individual freedom of handling
- From time to time limited travelling, mostly within Europe when necessary
- Willingness to enter courses or seminars
- Good knowledge of Excell and ERP systems

- Management and leadership skills
- Analytical
- Commercial and operational skills
- Customer focus and service orientated
- Result driven
- Planning and organizing
- Open minded, team player and cooperative
- Self-initiative and self-discipline
- Flexible and stress resistant

5. EURO-MIT STAAL B.V. IS OFFERING

A permanent position within a pleasant working environment and a good package of employment conditions.



CONTACT

For questions please kindly contact:
mr. Erik Batenburg - senior consultant region West
(0031) (0)6-12479826
erik.batenburg@beljonwesterterp.nl