

# We're recruiting...

## General Manager – Needham Ink Technologies

We have an exciting opportunity for a General Manager to join an autonomous business that has an entrepreneurial, visionary and hands-on culture where there is an opportunity to make a real difference. This company is a fast growing SME that specialise in the development and manufacturing of industrial inks that they distribute globally. The laser business is a subsidiary of a group of related businesses.

The ideal candidate will have General Manager experience from within manufacturing and have a track record of delivering positive change and growth, both operationally and commercially. Experience of inks / chemical manufacturing would be advantageous.

**The role:** The General Manager will have overall operational and financial responsibility for the laser business unit including sales, manufacturing, safety, health, purchasing and customer service. This is a key role within the company structure. The position will define the business plan to deliver the planned growth. The role will support a people culture that delivers a working environment where people thrive and are happy and do what they love to do. The role operates in parallel with other departments and sits on the group leadership team.

### Key duties:

- Lead, manage, accountability.
- Accountable for the delivery of Sales targets, Manufacturing efficiencies, Big client, and supplier relationships
- Responsible for using the Market intelligence to influence business strategy.
- Ensuring the Customer experience is achieved through our people and products.
- Ownership of the P&L and responsibility for providing accurate financial figures.
- Creation of the business plan to achieve short-, medium- and long-term company targets.
- Manage capex projects to timescale and deliver within budget.
- Manage the budget for operational costs including labour, repairs, and maintenance. Working with the Operations team to devise and deliver an operational strategy which achieves the growth targets of the business. Overall responsibility for business growth including NPD, market analysis etc.
- Model high level leadership and people management skills.
- Provide the vision to the Inks team, gaining buy in and commitment to continually improve and challenge performance.

### Candidate requirements:

- Previous experience and a proven track record of success within a General Manager role within manufacturing.
- A natural leader who understands their customers and markets
- Driven, ambitious and determined
- Previous experience of sales and marketing.
- Good business sense with commercial and strategic foresight.
- A leader who can motivate a team of different individuals and characters and get results
- Ability to implement continuous culture change
- Comfortable working in a SME, multitasking and getting results

If this sounds like the opportunity that you have been looking for or if you know someone who would be suitable then please apply by sending your CV to [HR@needham.group](mailto:HR@needham.group) quoting NITGM in the subject line.