

## General Manager (Denmark)

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Company: Score Group

Location: Denmark

Category: other-general

### **General Manager: Leading and managing our Denmark team at a strategic level**

This is a great opportunity for a driven individual who has sound experience in managing and developing a team. They would be responsible for the commercial aspects of the business area as well as ensuring business targets are met.

The General Manager will be accountable for the overall management of the business in Denmark, taking responsibility for the leading and management of employees, HSEQ performance, and all fiduciary responsibility for this business which will include development of all financial (P&L) targets and KPIs and the management and monitoring of the company's performance in line with the approved budget supported by the Business Unit Director for Europe & Africa.

#### Primary responsibilities

Ensure that all work is carried out in accordance with company policies, procedures, standards, and work instructions

Accountable to ensure the effective management of the Score Denmark AS Profit & Loss account, with assistance from the In-country Director

Ensure the timely completion of the Score Denmark AS monthly and quarterly financial reports, with assistance from the in-country Director

Ownership and accountability for the strategic growth plan for new products and services for the Score Denmark AS business through to execution

Develop and implement processes to ensure the Company becomes and remains fit for the future capability and capacity for the current business requirements that supports/enables business growth

Identifying and driving strategic initiatives or processes across key functions on the business that would improve the profitability of the business and/or demonstrate Return of Investment (ROI)

Analyses and recommends emerging industry trends, expansion opportunities, including mergers and acquisitions, competitive threats that may increase the profitability of the business

Provides subject matter expertise and mentoring and leading by example to drive these processes

Accountable to lead and manage the Score Danmark AS team including the setting and management of team objectives, development of the people and ensuring that their day-to-day workloads contribute effectively to the overall success of the business

Review and manage the Score Danmark AS work in progress (WIP)

Chair weekly production meetings

Chair internal sales meetings to ensure the opportunities are being prioritised effectively

Set the sales and service conversion targets for Score Danmark AS

Establish relationships within strategic customers in the respective region of responsibility and become the focal point between operations and the customer

Set and manage Score Danmark AS management system goals and objectives

Collaborating and utilising other Score entities/business to help the growth of the Score Danmark AS Business

Any other reasonable duties as required to meet the needs of the business

Qualifications

Bachelors degree in an Engineering Discipline or a related discipline is a prerequisite for this role

Experience

Demonstrable workshop experience

Experience of leading successful teams

Experience at management and strategic level within an organisation

Behaviours and skills

Excellent communication skills with ability to influence at all levels across the organisation

Self motivation, enthusiastic and committed to delivering

Ability to win and build credibility at all levels of the organisation

Excellent planning and organisational skills

Ability to be proactive, pragmatic and deliver results

If you like the sound of an attractive salary, contributory pension, an excellent benefits package and the opportunity to work with as part of a global organisation that's passionate about people development, we'd love to hear from you!

With facilities in over thirty locations spanning five continents, Score employs more than 1,800 people including 350 apprentices. The development of future talent is at the heart of everything we do.

A global leader in valves, emissions management and gas turbine solutions, the provision of an extensive range of services across multiple global markets makes Score a dynamic workplace where no two days are the same.

Combining the legacy of 40+ years' industry experience with ever-evolving ideas and innovation, our energetic team is working together to make a real difference in the journey towards a sustainable future and we're always ready to embrace fresh ideas and talent.

Are you the right person to play an integral part in that journey?

Contact us today to discuss your future.

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