



## GLOBAL BUSINESS DIRECTOR

### Client Information

Our client is the premier building products company in North America, focused today on manufacturing and selling high quality roofing products and systems for the commercial and residential markets. This newly created position is located in attractive, quality-of-life New Jersey location, and a full relocation package is available for the successful candidate, if required.

This position will provide a highly competitive salary package of base and incentive compensation, and company car. An outstanding benefits program will further complement the compensation package. The Director, Global Business Director will report to the Vice President, Procurement.

### Position & Responsibilities

This position will be responsible for the creation and implementation of corporate wide purchasing agreements with various vendors and component suppliers on a national and international basis. It will be the responsibility of the individual selected for this position to ensure that all manufacturing by these manufacturing centers meets design standards, delivery scheduling, warehousing and distribution, supply sourcing, etc.

The position will also serve as the "consultant-at-large" to business units and their key staffs in all areas of design-to-manufacturing, logistics and physical distribution issues.

- Manage all aspects of global sourcing to assure that all products meet specifications and standards of quality/customer requirements, including delivery schedules and cost objectives
- Maintain responsibility for assuring seamless transfer of manufacturing knowledge between external vendors and internal constituencies
- Evaluate alignment of organizational resources and make changes necessary to achieve short and long term strategic and tactical initiatives
- Through teamwork and empowerment at all levels, fully leverage the business and position the company for maximum opportunities, profitability and return on investment
- Drive continuous improvement through the innovative use of existing resources to meet changing trends/needs and accelerate positive internal change
- Lead new product development functions as they relate to procurement through private label manufacturers, as well as negotiating key agreements with "strategic partners".
- Responsible for identifying, evaluating and qualifying third party manufacturing organizations that may be utilized by the client

## **Ideal Candidate Profile**

The successful candidate will be readily promotable to a senior operations role within the company.

- Requires a minimum of 10-15 years of significant operational/commercial general management (P&L) experience, including product design and testing as well as logistics and physical distribution experience gained with prominent national based organizations
- Individual with a "building block" of manufacturing/operations management experience and also possessing comprehensive understanding of integrated concepts of quality control, design and application engineering, manufacturing concepts, materials management and physical distribution
- Strong technical knowledge of lean manufacturing, statistical process control, process improvement models, problem identification techniques, quality improvement tools, and group problem-solving capabilities
- Extensive customer/supplier relations experience and in-depth knowledge
- Outstanding leadership, confidence and human relations skills to assure customer satisfaction and internal support of culture change
- Exceptional written and verbal communication skills
- Must be intelligent, innovative and thoughtful but capable of acting quickly and decisively
- Must be of personal stature and reputation to ensure ready acceptance within the company and to create a favorable representation of the company to customers, outsiders and the parent organizations
- Experience in running an industrial manufacturing facility or business with >\$50 million operating budget highly desired
- Experience in matrix management, leading a team of professionals and basic skills in teamwork, strategic planning, and operations management
- Estimate 30% global travel requirement
- Identify and manage new business relationship partners
- Extensive interface and a major coordinating role with R&D, Marketing, Purchasing, Engineering, Quality, Sales, Logistics, Customer Service and Finance
- Prior experience with "Manugestics" software highly desired
- Proven inter-relation skills in effective interface with suppliers, contract manufacturers, clients essential

## **Education**

- A B.S. degree in Engineering or related field is required. An advanced degree in Business Management or related field is highly desired