EXEC CAPITAL

*https://www.execcapital.co.uk/job/managing-director-md/*

# Managing Director (MD)

**Hiring organization**
Exec Capital

**Employment Type**
Full-time

**Beginning of employment**
1st September 2024

**Duration of employment**
Perm

**Industry**
E-Commerce

**Job Location**
Wales, South Wales

**Working Hours**
9-5

**Base Salary**
£ 150,000 - £ 150,000

**Date posted**
July 27, 2024

## Description

**Location:** South Wales, United Kingdom

**Type:** Full-time

**Industry:** E-Commerce – Equipment Sales

**About the Company:**

Our client is a leading e-commerce business specialising in the sale of high-quality equipment. Based in South Wales, they cater to a diverse customer base, providing an extensive range of products to meet various industry needs. They pride themselves on their exceptional customer service, innovative solutions, and commitment to continuous improvement.

**Job Summary:**

They are seeking an experienced and dynamic Managing Director (MD) to lead their business through its next phase of growth. The MD will be responsible for the overall strategic direction, operational performance, and financial health of the company. This role requires a visionary leader with a proven track record in e-commerce and equipment sales.

## Responsibilities

**Key Responsibilities:**

- **Strategic Leadership:** Develop and implement the company's strategic plan to drive growth, market share, and profitability.
- **Operational Management:** Oversee daily operations to ensure efficiency, quality, service, and cost-effective management of resources.
- **Financial Oversight:** Manage the company's financial performance, including budgeting, forecasting, and reporting. Ensure financial objectives are met and drive strategies for financial growth.
- **Team Leadership:** Lead, inspire, and develop a high-performing team. Foster a positive and innovative work culture.
- **Sales & Marketing:** Develop and execute sales and marketing strategies to increase revenue and expand market presence. Analyze market trends and competitor activity.
- **Customer Focus:** Ensure exceptional customer service standards are met. Implement customer feedback mechanisms to continuously improve the customer experience.
- **Supply Chain Management:** Optimize supply chain processes to ensure timely delivery of products and efficient inventory management.
- **Compliance & Governance:** Ensure the company complies with all legal, regulatory, and ethical standards. Maintain robust corporate governance practices.
- **Stakeholder Engagement:** Build and maintain strong relationships with

key stakeholders, including customers, suppliers, and investors.

## Qualifications

**Qualifications:**

- **Education:** Bachelor's degree in Business Administration, Marketing, or a related field; MBA or relevant advanced degree is preferred.
- **Experience:** Minimum of 10 years of senior management experience, preferably within the e-commerce or equipment sales industry.
- **Skills:**
    - Proven ability to develop and execute strategic plans.
    - Strong financial acumen and experience in managing budgets and financial statements.
    - Excellent leadership and people management skills.
    - Strong understanding of e-commerce platforms and digital marketing strategies.
    - Exceptional communication and interpersonal skills.
    - Ability to analyze complex data and make informed decisions.

**Personal Attributes:**

- Visionary and strategic thinker
- Results-oriented with a strong focus on performance and delivery
- Innovative and adaptable to change
- Strong ethical standards and integrity
- Customer-centric approach

## Job Benefits

Salary £150,000

## Contacts

Exec Capital are the UK's leading Managing Director recruitment specialist