

# KB Components

VALUE THROUGH INNOVATION

*KB Components provides full service to the highest standard from a product need to serial production. Innovative customer collaboration, combined with a strongly experienced team of engineering and production specialists gives the best possible prerequisites to find smart solutions at competitive cost levels.*

*Today we are one of Scandinavia's largest suppliers, offering modern and high-tech production facilities in Wuxi China, Örkeljunga Sweden, Anderstorp Sweden, Puebla Mexico and Kaunas Lithuania.*

## **General Manager at KB Components Wuxi, China**

Your general purpose is to lead KB Wuxi Group to achieve new goals. Plan, direct and co-ordinate the operations of business, division, department or operating unit. Plan and maintain systems and procedures for operating efficiency. Manage staff for optimum performance. Effectively manage sales and project function, have a strong knowledge of the automotive plastics part market, and an in-depth understanding of all sales financial data as well as strong customer relations skills.

Performance Management, Staffing, Management Proficiency, Coordination, Coaching, Developing Standards, Financial Planning and Strategy, Process Improvement, Decision Making, Strategic Planning, Quality Management

### **Responsibilities and duties**

- Responsible for interacting with foreign principals on technical support and commercial/pricing matters.
- Prepare Business Plan on business design, structure, process and operating plan and financial model.
- Strategize and plan the sales process management, forecasting, pricing, key account management, expenses, profitability, new product development, market research and brand strategy.
- Conduct effective and accurate market research and apply this information to increase market share.
- Develop the local market with new business according to set targets.

- Establish business plans, set targets, priorities and create sales plans for key customers and market.
- Review performance data to monitor and measure productivity, goal progress and activity levels.
- Responsible for the achievement of department/division/unit productivity and quality goals.
- Coordinates efforts by establishing procurement, production, marketing, field, and technical services policies and practices; coordinating actions with corporate staff.
- Builds company image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
- Supply strategic planning to determine company, department or unit objectives.
- Plan and implement procedures and systems to maximize operating efficiency

## **Requirements**

- Bachelor's degree or equivalent. At least 5 years in automotive parts sales environment as sales department leader, prefer in plastic components industry
- Strong written and verbal English communication skills.
- Excellent presentation, interpersonal, problem solving and project management skills.
- Strong background in general management, financial management, business development, sales and marketing with strong business analytical skills.
- Strong background in program management.
- Excellent understanding of Automotive parts market/OEM sales
- Excellent leadership skills with proven track record developing, motivating, mentoring and leading effective teams.
- APQP, PPAP process and procedures
- TS16949 knowledge

## **Application**

Please send your application to [alice.zhou@kbcomponents.com](mailto:alice.zhou@kbcomponents.com)