



MD position @Bufab Spain

Bufab's business is about dedication, speed, and trust. We deliver solutions, not products. We are a large family of strong entrepreneurs with big hearts, and we believe in personal initiative locally to drive the business forward.

Bufab Spain operates in Terrassa,

Terrassa is a modern city with a historic center in the province of Barcelona in Catalonia and is located 28 km northwest of Barcelona. Terrassa has approx. 220k inhabitants.

The local team consists of 10 solutionists and handling approx. 3,5Mio € with 12,5% EBIT.

We supply to global industry customers like HIAB, Alstom, Knorr Bremse, Assa Abloy or Schneider Electric, as well Spanish industry like machinery and shipyard.

The Managing Director (MD) is responsible for the overall management and performance of the organization including strategic direction of the company, overseeing financial performance, and leading the development of long-term plans and initiatives. Bufab Spain is clearly concentrating on growing the business and getting market share and a relevant role in the Spanish industry; the new MD will be the successor to the current MD who is retiring spring 2024.

Purpose of the role:

- Developing and implementing strategic plans and initiatives
- Setting performance goals and targets for the organization
- Overseeing the financial performance of the company and making financial decisions
- Leading and managing the executive team and other employees
- Building relationships with key stakeholders, including customers, partners, and investors
- Representing the organization to the public and media
- Making important decisions related to the direction and growth of the company

The MD have a high level of authority and responsibility within an organization and report directly to the BU Director of Western Europe. The MD will also be responsible for managing budgets, resources, and personnel, and for making decisions that impact the long-term success of the organization. Spanish & English, both oral and written is mandatory.

Your profile:

Leadership: The ability to inspire, motivate, and guide a team towards achieving common goals. Being a real leader and understand that just as a team you can reach your goals.

Communication: The ability to effectively communicate with team members, stakeholders, and other key parties.

Problem-solving: The ability to identify and solve problems in a timely and effective manner.

Decision-making: The ability to make well-informed, strategic decisions that align with the goals and objectives of the organization.

Planning and organization: The ability to create and implement effective plans and systems for achieving goals.

Conflict resolution: The ability to handle and resolve conflicts in a professional and constructive manner.

Adaptability: The ability to be flexible and adapt to changing circumstances and situations.

Time management: The ability to manage time effectively and prioritize tasks to meet deadlines.

Delegation: The ability to assign tasks and responsibilities to team members in a way that maximizes their strengths and capabilities.

Emotional intelligence: The ability to understand and manage one's own emotions, as well as the emotions of others.

Ideally coming from a higher commercial and technical education, your professional background has led you to develop your leadership for quite some years already. Pragmatic and with a strong appetite for technical products and/or supply chain, you have experience in an agile environment. You are also comfortable with CRM tools and advanced Excel functions. Fluency in Spanish & English, both oral and written, is necessary in order to exchange with your internal or external interlocutors.

Your leadership and your sense of responsiveness are key success factors in this position, as are your ability to anticipate and adapt to a changing environment. You appreciate teamwork and are proactive and very much hands on mentality.

The Scandinavian culture of our Group will give you easy access to all levels of hierarchy to exchange freely.

Reports to:

Business Unit Director, Western Europe

Offer:

- Positive and open-minded working environment in an international company, based on the sunny side of Europe.
- Flat organization with high degree of responsibility, freedom, chance to have an impact and build up something great.
- Competitive contractual conditions based on your experience, skills & shown performance inside the BUFAB Group.

Interested? Please send your CV & motivation letter to

BU Director Western Europe, Jörn Maurer, joern.maurer@bufab.com