

Managing Director Bufab Finland

About Bufab

Today, the Bufab group has over 1800 employees and 55+ wholly owned subsidiaries in 28 countries. Our employees are what makes our success. We offer freedom, responsibility, and development opportunities in an international environment and in a company characterized by entrepreneurs. At the same time, we maintain a lot of the company's family feeling that we have had since we were founded in 1977. Read more about us at www.bufab.com or www.bufabgroup.com

Are you ready to take the next step in your career? Bufab Finland is looking for a Managing Director to lead the company and drive our company's growth in the upcoming year.

What are we looking for

If you are a visionary leader with the ability to be hands-on when needed and possess the drive to make a meaningful impact and deliver tangible results, this could be the opportunity you have been searching for. We are seeking an individual to lead Bufab Finland into its next phase of growth as Managing Director.

While we have a strong foundation and a well-established position in the market, we recognise the exciting potential for further expansion. Our aim is to enhance our market presence, refine our approach, and strengthen both our offering and internal capabilities.

Bufab Finland operates as part of the Nordic business unit, functioning independently with all core business functions including sales, procurement, logistics, warehousing, and finance. The company currently employs approximately 50 staff members, and the Managing Director will also be an integral part of the Nordic management team.

The role

As Managing Director for Bufab Finland you are responsible for the full business performance of the company.

You will lead the business alongside your leadership team, setting the strategic direction and enhancing execution capabilities to drive further growth. As part of the Nordic leadership team, you will also contribute to regional strategy.



Key competencies essential for success in this role include:

- **Strategic Leadership:** Craft and implement strategies that align with both company and group-wide objectives.
- **Comprehensive Business Management:** Oversee all business functions, including sales, business development, and operational management.
- **Business Development:** Spearhead sales growth and explore new business opportunities in Finland.
- **Team Collaboration and Development:** Collaborate closely with the management team to cultivate a culture of accountability, innovation, and teamwork. This includes nurturing both individual skills and the broader company culture.
- **Executive Involvement:** Actively engage with the BU Nordic management team, contributing to strategic initiatives at the regional level.

We highly value strong commercial and leadership experience within technical trade, wholesale, or relevant industries. A proven track record in successfully managing and growing businesses, as well as building high-performing cross-functional teams, is essential. Notable achievements in business development, enhancing operational efficiency, and optimising sales processes are critical for success. Most importantly we value a motivation and drive to make a positive impact to Bufab business.

The role is in Kerava in Finland and reports to Bufab Nordic Business Director Johan Lindqvist.

Does this sound like your next job?

If this position sounds like you and you feel that you are the right choice for the position, we hope to hear from you soon!

The application deadline is Sunday, October 6, but we will review applications already during the application period.

Amrop Finland is our recruitment partner in this recruitment Please send your application to heidi.suuronen@amrop.fi.