

APPOINTMENT

GENERAL MANAGER (DESIGNATE)

We are seeking an enthusiastic ideas-focused General Manager (Designate) with the potential to realise continuing business success through innovative engineering and business development solutions.

1. OUR BUSINESS PROFILE

E Skinns started trading in 1906 as a family blacksmith. Throughout the twentieth century it has built upon its reputation as an innovative engineering manufacturing business, committed to the latest tools and techniques principally supplying the agricultural, horticultural and amenity sectors. Its key long-standing theme has always been innovation and production of high-quality bespoke products.

We are proud of our track record and of commercial relationships with some of the most exacting customers who refuse to compromise on delivery, quality and consistency of service. As a business, we are founded on:

- Cutting edge engineering expertise
- 111 years' heritage and presence in our markets
- Sound investment track record
- One stop shop for engineering solutions
- Added value niche design and engineering capabilities

2. THE ROLE PROFILE

General Manager (Designate)

This key role will report directly to David Shelton, Managing Director, working initially with, and alongside, an established, talented highly experienced small engineering team; it is envisaged that the appointee has the potential of taking on a day-to-day business leadership role over the medium term.

You will make an immediate contribution to the business through:

- Supporting an innovation-led business ethos that builds on the Skinns heritage
- Maintaining and developing our excellent team spirit
- Contributing to product and business development, identifying new income streams

On a day-to-day basis, your initial responsibilities will include

- Supporting effective and efficient workload management, co-ordination and production planning/scheduling
- Day-to-day financial management through regular review of business performance in relation to financial objectives.
- Investigating, identifying and following up on new business or market opportunities, including the preparation of proposals to customers
- Overseeing stock control and the ordering of raw materials and other supplies
- Contributing 'hands on' to ongoing engineering projects – both longer term build projects and also responding to client breakdowns
- Act as a point of enquiry for customers contacting the business by telephone or in person
- Maintaining a detailed understanding of national agri-engineering, positioning to add value in these rapidly developing environments
- Development, and company policy across the business including IT, Quality, LEAN approaches etc.
- Ensuring that the company operates with commitment to internal and external customer service and quality standards

3.YOUR PERSONAL PROFILE

You will be a highly experienced, innovative ambitious engineer, used to working autonomously, yet in a customer-focused team environment. Your leadership skills will quickly enable you to establish your role within a well-established team, building on its considerable strengths. Engineering or management qualifications are valued, although your hands-on engineering, production planning, business improvement and project management skills are more important. Similarly, commercial business experience is an advantage, although an enthusiastic, enterprising individual, keen to learn, will have the opportunity to work alongside the MD to develop their career.

As a person, you will have:

- An entrepreneurial approach
- Curiosity to develop improved engineering solutions.
- Commercial awareness
- Adaptability and flexibility
- Personal commitment to the highest standards of customer service
- Commitment to self-development
- The ability to build trusting working relationships with colleagues, customers and suppliers

Importantly, you will demonstrate great potential to develop your role with the business

4.OUR OFFER

We offer a highly competitive salary and benefits package, according to your experience, with great potential to develop yourself and the business with rewards connected to your contribution and/or our business success.

5.NEXT STEPS

Interested? To find out more and / or how to apply, please email David Shelton, Managing Director, in confidence at d.b.s@hotmail.co.uk

Ref: S/GMD