

CEO & BOARD ADVISOR (AUTOMOTIVE) (IRAN)

The Company:¹

Our client is a leading conglomerate in IRAN active in various industries as Food, Petrochemicals, Retail, Construction, Packaging and Industrial Cooling exceeding revenue of more than 2 Bil.US\$.

The company was able to extend its operations extensively in various fields and currently the group is investing into Automotive industry (Passenger Cars) through a manufacturing plant together with distribution operations.

The Position:

The position is “CEO & Board Advisor” based in Tahrán, Iran.

The Advisor will work on part-time basis spending around 1-2 weeks/month (Flexible), however ensuring that the below tasks and targets are secure in respect to the defined operations.

The Advisor works closely with the board of directors and shareholders consisting of family members as well as professional executives from various industries.

The Advisor is the lead of the automotive investment operations of the organization, enabling the relationship with various automotive brands activating the automotive operations for the organization.

The Advisor will negotiate the terms and conditions with automotive manufacturer brands globally and will initiate the relationship in respect to possible SKD, CKD or other types of manufacturing operations depending on the discussions with brands.

The main responsibility of the position is to consult the shareholder family members in respect to the new automotive investment, enabling the plant to be operative, establish the possible structure for the dealership network, and select potential management team both in production facility as well as sales & marketing aspects.

(S)he is responsible to define and implement the company strategy, objectives and business plans as well as ensures business development and achievement of defined financial targets and KPI's in consideration of board's guidelines.

The person will be representing the company interests with local authorities, suppliers, external partners in all business negotiations and issues.

The main challenge of the position is to establish a new business field for the organization, converting his/her network in the automotive industry, negotiating terms & conditions for the new business field and build-up the business line from scratch.

The person is expected to elaborate sales and action plans, ensure and perform their implementation and ensure market analysis as well as develop and implement new product or marketing concepts. The person will determine the product lines, prices and conditions of the business and advice regarding the product portfolio optimization for the market.

The person is expected to support the recruitment, training processes in order to ensure that the team is capable and aligned with the company targets.

¹ Due to confidentiality reasons of our client only limited information can be released to public. Detailed company information will be released during the process for the qualified applicants.

The Candidate:

- University degree from reputable universities is a must, preferably in business administration, marketing, engineering or automotive related disciplines, master degree is a plus
- At least 15 years of experience in Automotive Industry
- Minimum 5 years of senior management experience in automotive brands, preferably at an International level.
- Preferably have around 3-5 years of experience in holding, conglomerate or group of companies operations' management.
- Preferably acted as a consultant during his/her career in family based organizations
- **Proven experience in automotive start-up with at least a small production facility.**
- **Excellent International Networking Skills, have extensive senior management connections in Automotive Companies.**
- **Ability to build-up connections, executive level of experience in negotiating terms and conditions for possible SKD, CKD operations.**
- Have strong backbone in finance management, perfect understanding of financial instruments such as P/L, Balance Sheet, Cash-Flow, Capex etc.
- Preferably have experience in building-up dealer network organizations in automotive industry.
- Perfect understanding of Corporate Company standards, able to build the culture in that respect within the company
- Ability to act analytically, result and people-oriented with hands-on management approach
- Excellent negotiation and interpersonal skills
- Excellent organization skills with a committed approach on processes and deadlines.
- Fluent in English is a must, Turkish, Chinese knowledge is a strong asset.

To Apply:

Please send your detailed CV to auto@dataexpert.com.tr no later than 01/09/2015 with the reference code (Ref: ADV). All applications and information will be treated as strictly confidential.