

General Manager, India

About this opportunity

The GM, India directs, plans and manages the company's business to achieve profitable long-term growth in line with company's vision, strategic objectives, and its values. The individual will report to the Vice President/Managing Director, Japan & India. This role will drive business growth in India and build strong business foundations for long term business. This position is accountable for achieving company's commercial objectives through effective direction of assigned commercial resources and seamless collaboration within Regional and/or with external parties.

To be successful in the role, the incumbent is likely to enjoy a dynamic, fast-paced mid-size international business environment and to fully embrace company's culture of: "Entrepreneurship, authentic and hands-on leadership, flawless execution and a strong passion for winning". This position requires a combination of focus and flexibility, as well as a willingness to play an active role to create cross functional collaboration and synergies with internal and external stakeholders.

As a member of the India Leadership Team, the person brings key strategic perspective to the commercial team and participates in the formulation of approaches for nation-wide strategies and ensures that they are fully implemented.

The incumbent will be hands-on, very confident with strong execution focus. He/she will face and deal with difficult challenges, enjoys competition and is willing to take risks to attain goals. A persistent individual who will not let barriers, obstacles, or failures stop him/her from achieving his/her goals.

In this role, you will...

Unlock and maximize India business potential

- Realize High Growth and Constant Business Delivery
- Full P/L responsibility for India. develop/implement multiple ways and proposals of sales to achieve the sales / profit target.
- Establish and drive the strategic direction for his/her own region focusing on market insights / segmentation work to more effectively deploy resources to achieve the business goals
- Ensure that all assigned commercial (sales and marketing, Clinical and all the shared functions) resources are properly coordinated, integrated, and controlled; and that effective interrelationships are maintained with all group functions as appropriate

- Put in place processes in sales planning, forecasting, business planning, customer service and clinical, etc., and execution of marketing strategies to achieve long term objectives of business
- Deliver short-term to long-term strategy by working closely with the commercial team regularly
- Hands-on management style to deliver the result is highly needed
- Key account management is critical portion to perform this responsibility
- Key / New customer creation is critically important to drive high growth for India
- Proficiency in Influence, collaborate and driving APAC regional team are mandatory

Business expansion with customer expansion

- Realize customer expansion in multiple channel
- Within the context of the business strategy, develop and direct the implementation of commercial strategy in region with a key focus on growth and market leadership.
- Represent the business in various internal meetings and conferences to ensure that the objectives and strategies of region are supported throughout the larger organization
- Build strong customer relationship and accounts

Organization and Talent Development

- Provide for continuing organization effectiveness through the selection, training, development, and leadership of a competent workforce.
- To develop a high caliber team and exercise passion to train and mentor current team members
- Develop strong India LT and entire commercial team

Others

- Physical presence in Mumbai in working days (Monday-Friday) is critically important
- Create strong collaboration with transparency
- Embrace and champion compliance across the organization

In this role, you'll need ...

- MBA or EMBA, overseas learning and working experience is preferred
- At least 15 years working experience either in sales or marketing function. Strong sales experience is a must.
- Business Unit management, Sales management, marketing, new business/product development experience in BtoB/BtoC business or Consumer Healthcare industries.

- Strong leadership capabilities with good track records of leading and growing high performing team.
- Strategic, confident and hands-on with strong ability to execute task with the team
- Comfortable in making decisions in ambiguous situations where there is limited information available
- Self-motivated and enthusiastic with strong leadership skills and to manage and motivate a team
- Strong interpersonal and organizational skills with effective communication skills to work with cross-functional teams to achieve company goals
- Good competency in time and project management to meet tight deadlines
- Customer focused and result oriented with high level of integrity

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