

Our client belongs to an international group of companies and focuses on the recycling of residues from the iron & steel and the battery material industry. As part of a transformation process leading the business into the future we are looking for:

Business Director / Leiter Geschäftsgebiet (m/w/d)

based in the Rhine-Ruhr-Area

The new Business Director manages all day-to-day operations, with a clear focus on growing the business, and assumes responsibility for all HR, finance and compliance issues in line with group standards. We are looking for commercially savvy candidates with a track record in business development and a hands-on mindset. As part of an international team, the Business Director is expected to be fully responsible for the local company as well as be a leader among peers at the group level, thus contributing to cross-sale and development of business and integration within the group.

Responsibilities & Duties:

- Day-to-day business operation and leadership
- Strategic leadership and business development
- Proactive planning and execution of the business development strategy with a view to deliver profitable growth and increased business robustness within the agreed budget and financial target amounts
- Producing the necessary and requested periodical business performance reporting and status of prioritized business development targets in collaboration with the relevant senior specialists of the company
- Ensuring that necessary competencies and skills are available within the team to operate existing projects and deliver on the targeted business development objectives
- Ensuring legal and commercial compliance and delivering the agreed quality of services to clients
- Securing a safe working environment and that business is conducted in accordance with group values and business integrity requirements
- Employer branding and speaking at conferences and talent exhibitions

Your Profile & Key Competencies:

- Formal academic business or technical degree relevant to the job is a plus but not a requirement; results matter most!
- Distinctive strategic insight, innovative thinking and future outlook
- Experience from the iron & steel industry or the waste management industry is a clear advantage, preferably within the EAF-dust business or scrap-metal industry.
- Sound understanding of the complex reporting, certification and permitting requirements of the waste industry
- Business leadership and management experience including all financial, regulatory and HR aspects
- Strong focus on business strategy, client development and sales action implementation
- Ability to prioritise and make decisions in pursuit of the key business objectives
- Excellent leadership skills and team player mindset
- Fully fluent in written and spoken German and English; any additional languages (e.g. Spanish, French or Italian) would be an advantage
- Willingness to carry out the required domestic and international travel

If this job description speaks to you, we look forward to hearing from you. Confidential treatment of your details and documents is assured.

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