

<b>JOB TITLE</b>	General Manager
<b>LOCATION</b>	The Netherlands
<b>EMPLOYMENT</b>	Permanent

#### DESCRIPTION OF FUNCTION

As part of the international growth strategy, our client is hiring a General Manager to further build and expand the company and its business. The role will drive revenue growth, organizational efficiency and will be end-to-end responsible for the company, both from an operational and commercial aspect, including business development and technological development.

The General Manager creates commercial partnerships to strengthen the market position of the company and drives innovation and R&D activities in cooperation with the wider group. The General Manager's role has a both local and international dimension and involves setting up specific cross-functional operational project teams where and when necessary. The General Manager reports to the board of directors of the company.

#### JOB RESPONSIBILITIES & DUTIES

- Realize the merger and transition of both organizations into a single solid team, with the focus to draw-up a successful organization without losing staff experience and expertise
- Optimize the performance of the various business lines and grow the revenue streams: hardware sales, rental, R&D, hard and software development
- Lead the technological development and innovation activities of the company
- Develop company products as a viable solution for the offshore industry
- Full P&L responsibility; drawing up business cases and budgets
- Project management
- Develop and execute the growth strategy of the company, in line with the group strategy
- Supervise the tender process together with the sales managers and tender engineers
- Quality management
- Stakeholder management

#### CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE

- Interest in and affinity with survey activities and its technological development for the maritime & offshore industry
- Strong entrepreneurial and operational mindset combined with excellent communication skills
- Ability to manage business lines and projects
- Experience with project management
- People manager
- Business savvy
- Technical knowledge regarding data sensors and data processing is a plus
- Experience in project management and/or experience in a marine environment is a plus