



# MANAGING DIRECTOR ETHNO-WHOLESALE (a.g.)

Location: North-West Germany

Reference: MD-NWG

## GROWING INTERNATIONAL FOOD PLAYER

- Our client is a medium-sized food wholesale company in Germany, which is part of an international retail group specializing in ethnic foods
- The focus in Germany is on typical food for the German-Turkish community, with potential to expand into other ethnic food segments
- With appr. 50 employees, our client generates sales in the mid double-digit million range (EUR) with customers in traditional ethno-retail
- To take its profitable growth to the next level, the company plans to expand into modern retail, for example to REWE and EDEKA
- We are now looking for a new managing director (a.g.) for the German company who will drive this growth and professionalize the organization
- The position will be part of the international management team and report to the CEO of the international group

## MAIN TASKS

- Strategic and operational management of the German company (economic, organizational and personnel) with full P&L responsibility, management and control of all areas of the company
- Close alignment with the international group strategy while driving profitable growth for the German company
- Build a management team for finance & controlling, operations and other functions to ensure stable and professional management
- Ensure business stability in the traditional channel (mom-and-pop-shops) and develop business in new retail channels
- Further development of the assortment strategy with a focus on ethnic trends, differentiation and profitability
- Further development of the organization and overall company processes

## YOUR CHANCES

- Acting as the sole managing director (a.g.) for the German company
- Working in a highly entrepreneurial environment with a high degree of creativity and freedom to design structures and processes
- Key role in building a promising, profitable growth story
- Part of the international group management, defining and impacting the development of the company
- Participation in a highly attractive incentive and compensation package for the international top management



C-Level Position



Growing food segment



Internationality



Freedom to maneuver

## YOUR PROFILE

- At least 5-8 years of management experience as a managing director with focus on sales in a comparable role/company size
- Ideally expertise from an import/export company in food or leading sales role with sales experience in food retail channels in GER
- General management and commercial management skills, ideally additional experience in management of supply chain functions
- Business development and innovation management
- Expertise in set up and development of teams and organizations
- Entrepreneurial spirit with positive and authentic leadership personality
- Cultural background in the Turkish community, native languages Turkish and German is mandatory, business fluent in English
- Degree in economics or comparable commercial qualification

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### We are looking forward to getting to know you

If you feel that this position appeals to you with your skills and experience, we look forward to receiving your informative documents in English. Christoph Knoke will be happy to advise you by phone at: **+49 421 22 33 93 0**.

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Let's get connected:



Please send your documents with the reference at **bewerbung@incharge-management.com**

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**Earliest start date/Salary expectations**

Of course, we will treat your documents and data strictly confidential. Only after your explicit approval, we will forward them to our client