

General Manager

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Company: Codit

Location: Netherlands

Category: computer-and-mathematical

Focus

We are growing fast and need talented people — like you — to join our team in the Netherlands.

As a General Manager, you'll represent Codit in the Netherlands. You'll be responsible for implementing strategy to grow the business and build a durable organization to lead the local market – while collaborating and adhering within the framework of the Codit corporate regulations, strategy and processes.

The General Manager is responsible for four main areas: Strategy, Business & sales, Collaboration and People Management.

Strategy

Implement the Codit Vision, Strategy and Group Company policies in Codit NL.

Implement processes and business strategies to make sure Codit NL runs smoothly and aligns with short-term and long-term objectives.

Business & sales

Prepare the annual budget with a detailed business operating plan.

Drive sales within the local market, within the global strategy and guidelines of Codit.

Act as a coach and support for the sales and account management activities in NL

Maintain a deep knowledge of the industries and markets in which Codit operates.

Analyze problematic situations and come up with solutions that ensure the continuous growth of Codit.

Collaboration

Responsible for operations and results for Codit NL both financial as well as non-financial.

Collaborate with Group Sales and Marketing for local sales and marketing initiatives to increase revenue, customer satisfaction and brand awareness and presence.

Collaborate with Group Finance to prepare financial reporting for the CEO, Strategic Management and the Board.

Review financial and non-financial reports to gain deep insight and make high-level decisions to guarantee continuity of Codit NL.

Build strong relationships with key partners and stakeholders and act as a point of contact for the CEO for all subjects pertaining to Codit NL.

People Management

Responsible for employees of Codit NL

Create an appropriate HR Policy within the Group HR strategy and framework to motivate and retain your employees in collaboration with the HR Lead

Build and maintain an effective Management team

Lead and motivate your teams and support employee engagement and retention.

Responsible for the professional and personal development of your team

Implement personal development plans for your team members, or an equivalent development plan which has been approved by the corporate HR of Codit Group.

Create a work culture in which employees, partners and customers can be successful.

Requirements

General management experience.

A strong understanding of how our business operates (integration) and a proven track record demonstrating the understanding and business experience.

The ability to deliver the highest standards of customer service.

The ability to lead teams of employees and monitor performance.

Excellent interpersonal and communication skills, both written and verbal, at all levels, including people-management, leadership. Proven extensive and successful experience as people manager within the IT industry.

Fully understand the products and services provided by Codit.

Knowledge and experience of the Microsoft eco-system. A General Manager should have an excellent network within Microsoft and should be able to maintain excellent relations with the local Microsoft organization.

Excellent knowledge of the Microsoft productivity suite (Windows, Office365) and excellent general IT skills needed to efficiently execute a management position.

Appropriate financial knowledge in order to interpret and report financial results. A solid understanding of budgeting and financial planning is essential as this role involves agreeing annual budgets as well as interpreting operational financial reports.

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