



**RMIG**

we make ideas come to life



European Search Company  
Human Capital Consulting

## COUNTRY MANAGER – NORWAY

RMIG is the world's largest manufacturer and supplier of perforated and expanded metal products

The main focus is to provide innovative solutions for the processing and architectural markets

RMIG has local representation in 13 countries across Europe and sales in over 70 countries

The company was established in 1901 and is owned by the Rich. Müller Foundation. RMIG employs 450 skilled professionals

The production capacity exceeds 80.000 tons of steel/7,000,000 m<sup>2</sup> p.a.

RMIG Group is financially sound and the annual revenue totaled 90 MEUR in 2015.

The company headquarters are located in Copenhagen, Denmark,

RMIG AS is the Norwegian subsidiary based in Sandefjord. The company's annual turnover is approximately NOK. 40 mill.

**RMIG is seeking an experienced Country Manager with a proven track record of excellent commercial judgement, technical knowledge and management skills, to secure and develop our further growth in the Norwegian market.**

As Country Manager, you will be responsible for the daily management of the Norwegian subsidiary in line with the Group's overall strategies and objectives as well as within the group framework. Your main task will be to run the daily business, optimize processes and motivate and coach your peers in order for them to perform in a rapidly changing market situation. Further hereto, you must identify and exploit new market potential, identify and establish contact to new potential customers in high value segments, direct focus towards Key Account Management and further develop the business with existing customers.

You will refer to the Group Sales & Marketing Director and have the full responsibility for the RMIG business in Norway.

### **Key areas of responsibility:**

- Daily operating under Norwegian laws and regulations
- Sales
- Full P/L
- Finance
- Procurement
- People management
- Business Development
- Future operation



**RMIG**

we make ideas come to life



European Search Company  
*Human Capital Consulting*

**Qualifications and requirements:**

- Minimum 5 years' experience from a similar position or from a sales management position on director level in a technical complex business area
- Specific knowledge about the Norwegian B-2-B market in the manufacturing or in the Oil & Gas industry will be considered a benefit
- Skills within B2B sales and marketing, preferably within the metal or steel industry or related products
- English at a level to allow negotiation
- Technical insight and experience with manufacturing
- Experience with change management
- Self-driven
- Strong interpersonal and presentation skills
- Proactive, innovative, energetic and target oriented
- Ability and willingness to travel (>30 days a year)

**Contact**

If you have any questions, please contact Cato Svendsen at European Search Company; +47 97114506

If you are interested in applying for the position, please send your CV and a motivated application to; [cato@europeansearchcompany.com](mailto:cato@europeansearchcompany.com) att: "Country Manager - RMIG"