

MANAGING DIRECTOR

Specialist Coated Products

North West

This profitable subsidiary of a £100m+ turnover UK group manufactures a range of specialist coated papers and associated products. With sales of more than £15m, they place strong emphasis on the development of new products and the initiation of projects enabling growth in complementary markets.

They now seek a Managing Director with strong qualities of leadership to consolidate recent advances and take the company forward from the base built by the current incumbent who is moving within the Group. The business is strong with an international customer base and a highly skilled and dedicated workforce. Certain key issues however will have to be addressed, including the overseeing of a significant capital investment to support developments in the core

business and the further strengthening of sales and marketing activities which support this investment.

This is a challenging position for someone with the energy, drive and determination to succeed. Whilst a background of coating operations is not essential, candidates will need to understand the technology of the process involved and demonstrate strong skills in the sales and marketing of specialist industrial products. They will also be able to show success at senior level in a related industry with end products having wide ranging applications, and have gained customer confidence in both themselves and the products they sell.

The Managing Director will be a member of the Group Executive Committee and will be expected to make a full contribution to Group strategy and performance.



·FLETCHER·JONES·
search and selection



Applicants should send a copy of their current curriculum vitae and quote reference 99/5/PE to: Douglas Fisher or Charles McGarry, Fletcher Jones Ltd Hanover House, 45-51 Hanover Street, Edinburgh EH2 2PJ. Telephone: 0131 226 5709 e-mail: douglas@fletcher-jones.co.uk