

Polypipe Building Products

Managing Director

An outstanding opportunity has arisen for a Managing Director to lead the Building Products business. The successful candidate will be directly responsible for the creation and implementation of company strategy and policy framework, focussed towards business growth, profits and increasing shareholder return.

The role will be expected to lead the business through the next phase of its development, continually reinforcing its position as a UK market leader, in terms of product range, commercial proposition, technical support, product quality and customer service. It is an autonomous and hands on role, where the Managing Director will lead by example and be highly visible at the manufacturing and distribution sites and with key customers.

Reporting to the Managing Director of Polypipe Residential Systems the role will be a part of the Residential Systems Senior Leadership Team with full P&L accountability for all aspects of the Building Products business.

The role;

- Conceive the strategy for the business in conjunction with the Board.
- Agree the priorities for business development, based on a careful analysis of market conditions and opportunities.
- Lead the execution of the business plan in conjunction with the management team.
- Manage the business structure with a passion to achieve optimum operational performance, ensuring that commercial, financial, and operational objectives are achieved.
- Build and develop/coach a strong and effective management team.
- Maintain and develop relationships with the key partners and distributors.
- Ensure that a customer-centric approach and philosophy is embraced by staff at all levels of the business.
- Ensure operational KPIs are identified, measured and rigorously delivered.
- Work closely with the MD of Polypipe Residential Systems to further develop the reputation of the business in the immediate and related marketplace. Act as an ambassador for the business and guardian of the brand.
- Lead the delivery of the key business development initiatives identified for the business which are included in the 3-year plan.
- Take a lead on developing employees through assessment, training and communication and personal development.
- Lead and inspire all employees to do their job safely and to be healthy.
- Ensure that the Company achieves high standards of corporate governance and financial control, including compliance with all appropriate statutory, regulatory and legal requirements and adheres to all agreed HR policies.
- Create a culture of change and continuous improvement through firm, clear and charismatic leadership

The skills and knowledge;

- Graduate calibre, ideally with a business or technical degree and/or additional business school training with a minimum of 10 years' experience in the building products/materials sector/engineering is desirable
- Established and proven General Manager/Managing Director, with a well-developed appreciation of sales /marketing/commercial
- Commercially and financially sound with a high degree of numerical skill and a proven track record of delivering profitable growth from mature markets where a clearly defined commercial strategy and market leading service levels are a key differentiator.

- New product/market development - the ability to identify and appraise new opportunities and lead the development phase to successful market launch followed up by industry leading marketing campaigns that help drive and sustain our competitive advantage.
- A proven relationship manager and builder with key commercial partners across the entire construction supply chain. Able to lead / steer large negotiations for large scale projects.
- A sound understanding of the core principles of Lean Manufacturing and Continuous Improvement, in order to lead the business toward World Class performance.
- High level analytical, verbal and written presentation skills.
- A proven leader with a strong record of employee development and a demonstrable record of initiating and leading operational improvement.
- An energetic, entrepreneurial and dynamic individual, who is driven and thrives in an autonomous, empowering environment.

To apply for this opportunity please send a cover letter and/or CV by email to:

Zena Wardle, HR Manager,

Polypipe Building Products, Broomhouse Lane, Edlington, Doncaster, DN12 1ES

Zena.wardle@polypipe.com

Closing date for applications: 26th April 2019

Polypipe operate an Equal Opportunities Policy