

VÉA Sourcing search campaign

Railroad Industry B.U. Director - France

Reference 472

February 16th, 2020



Dear all,

We have an new profile search for a Management Consulting Company:

- 1 B.U. Director is needed to support a major Railroad Industry actor, in France.

This search campaign is open to free-lance professionals. Recruitment is possible at the end of the mission.



POSITION

1 B.U. Director with experience in the Railroad Industry.

It's an interim management position which may result in a hire, if both sides agree.



CLIENT

Our Client is a major Railroad Industry actor, global player, operating facilities in France.



LOCATION

Multisite France.
Itinerant assignment.



SCOPE

Our Client is looking for a talented Interim Manager to act as a **B.U.D.** (Business Unit Director), over a given period of time.

Non-exhaustive list of tasks to be performed:

- Incorporate policies and procedures of the Company in Business Unit operations
- Monitor and review Company's project activities and ensure that they are brought to completion within scheduled period of time and budget
- Provide effective management to organization's business activities that have to do with its strategic and financial growth
- Create new strategies for marketing and monitoring QC and QA measures
- Build effective relationship with the Clients so as to maintain good revenue increase for the organization
- Perform efficient finance management
- Perform review of equipment and system layouts and its validation
- Ensure harmonious environment for working
- Responsible for training and mentoring staff; motivating them all for effective performance for the general growth of the company
- Set up the business unit's strategies for promotional activities
- Analyze and explore market trends; identifying new opportunities in assigned region
- Coordinate with other teams like the marketing team in order to develop plans for launching of new products, and then its implementation
- Develop and communicate the expectation levels and vision of the Company to members of unit. This must, of course, be relevant to the Company's corporate vision and goals
- Coordinate with other Heads of Departments, integrating objectives and ideas for organizational growth
- Allocate resources to various centers and regions/plants; all aimed at producing results
- Perform day-to-day administrative tasks, such as processing information files and other paperwork



TECHNICAL PROFILE

- With 5 years of higher education and 10 years of professional experience, you are a general or specialized Engineer / hold a Master's degree with solid Project Management and Change Management skills. Furthermore, you have a very good knowledge of the **Railway Industry** where you've already worked.
- Natural born leader, you have already held positions as a Business Unit Director and know how to engage your fellow workers and business colleagues.
- Ideally, you have a dual operational + consulting background.
- Ability to work under pressure and tight schedule are part of your DNA
- Creative thinker – our “**B.U.D.**” should possess the ability to develop and create new ideas, systems, and relationships for the success of the Company
- **Decision making skills:** He/she should have the ability to analyze information and evaluate results in order to make the best decision in solving problems
- **Planning skills:** – The manager should have the ability to develop specific plans and goals to help in accomplishing tasks efficiently
- Ability to tackle complaints and resolve disputes and conflicts
- **Motivating skills:** The business unit manager should be able to encourage and build team spirit among staff, bringing about mutual respect and cooperation
- He/she must have pleasant personality and display managerial and leadership abilities
- Ability to identify new opportunities and exploit them to the benefit of the Company
- He/she should have strong marketing skills
- You're used to for multinational Companies dealing with complex / multi-site tasks
- You are accustomed to working well with the Social Partners and the Unions Representatives.



REMUNERATION

900 to 1100€ / day, depending on the quality of the selected profile.
Expenses are covered by the Client.



PROBABILITY

The chances of the mission coming to fruition are very high, as long as we have the right profile.



LANGUAGES

French and **English** (read, spoken, written) are mandatory.
Proficiency in other European languages is a plus.

 START / END

Early March, 2020 for renewable periods.

 WORKLOAD

Full time for 80 to 100 renewable days.

Interested? Thanks to forward us a **COVER LETTER** and your updated **RESUME (in FRENCH)**, respecting the requested [TEMPLATE 1 application format from our website](#), mentioning the **472** reference.

Please send a unique file to application@veasourcing.com

Only complete applications, strictly answering to the expected criteria, will be addressed.

If no answer was given to you after a period of 10 days, please consider your application as not selected.

If this role isn't right for you, don't forget to forward it to your own network - it may be perfect for someone else!

VÉA Sourcing helps you to recruit your Consultants, PMOs, SMEs, Management Consultants, Interim and Transition Managers, worldwide.