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Country manager, Scandinavian Internet Group Oy / Jobway, Helsinki

COUNTRY MANAGER, Scandinavian Internet Group Oy / Jobway

Scandinavian Internet Group (SIG) on dynaaminen ja nopeastikasvava yritys joka perustettiin vuonna 2007. Yrityksen taustalta löytyy tunnettuja yritysprofileja ja yrittäjiä. Internetworld/IDG on vuosina 2008 ja 2009 nimennyt yrityksen Ruotsin kuumimmaksi verkkoyritykseksi sekä Shortcut-lehti vuoden nousijaksi. Yhtiön liikeideana on suorittaa kustannustehokkaita mainospalveluja online tiedotusvälineiden kautta Internetissä. Yhtiö omistaa ja hallinnoi online rekrytointi sivuston Jobway.comin. Yhtiöllä on toimintaa seitsemässä maassa. Toimipisteitä löytyy Tukholmasta, Helsingistä, Berliinistä ja Kööpenhaminasta.

Country managerina olet vastuussa maastasi ; henkilökunnasta, yhteistyökumppaneista, laajentamisesta, yrityksen kehittämisestä, budjetista ja taloudesta. Lyhyesti sanottuna, tehtäväsi on toteuttaa SIG Oy:n tavoitteet helpoittamalla strategista ja toiminnallista kehitystä perusarvojemme puitteissa.

Country manager on kaikenkaikkiaan vastuussa maansa liiketoiminnasta ja raportoinnista esimiehilleen.

Country managerin tehtävänä on tutustua markkinoihin ja kilpaileviin yrityksiin sillä olet vastuussa jo olemassa olevan liiketoiminnan laajentamisesta ja tehokkuudesta. Sinun on toimittava organisaation esimerkkinä ja pyrittävä saavuttamaan asetetut tavoitteet yhdessä tiimisi kanssa.

Tunnistatko itsesi yllämainituissa asioissa? Ota rohkeasti yhteyttä lähettämällä vapaamuotoinen hakemuksesi meille.

Yhteyshenkilö
HR-asiantuntija Elisa Kuutila

Hakemukset
Vapaamuotoisen hakemuksen lähetät osoitteeseen:

elisa.kuutila@jobway.com

Yhteystiedot	elisa.kuutila@jobway.com
Työpaikan osoite	00200 HELSINKI
Työkokemus	1-5 vuotta
Työ alkaa	Sopivan henkilön löydyttyä
Työaika	kokopäivätyö
Työn kesto	yli 12 kuukautta
Haku päättyy	19.09.2010
Ilmoitus jätetty	02.09.2010
Ilmoitusnumero	7511513

Lähde: Työhallinnon asiakaspalvelun tietojärjestelmä 02.09.2010 14:02:17

Country Manager at SIG

Scandinavian Internet Group is a fast-growing and very dynamic entrepreneurial company. Since the start in 2007 it has rapidly grown into operating in 8 European markets; Sweden, Norway, Finland, Denmark, the Netherlands, Germany, Switzerland and Austria with over 55 employees.

Scandinavian Internet Group has two portals; the educational portal Eduway and the career portal Jobway.

As a Country Manager (CM) at SIG you are responsible for your country; the people, the partners, the expansion, the business development, the budgets and finance and the profitability. In short your mission is to realize the visions of SIG by facilitating strategic and operational development in accordance with our core values. The CM is responsible for the overall business in its country and reports to the appointed Executive Director.

Areas of responsibilities

Expand with Profitability:

The main aim as a CM is to secure long term profitability through operational and strategic decision making. The CM is responsible for expanding the existing business with profitability and achieving the goals for the year by making the existing business model as efficient as possible.

Building the organization:

The CM must recruit and maintain a strong sales force (AM, KAM, SM). They must also secure a strong administration, such as financial services and HR-Specialists according to the phase of the expansion. The CM is negotiating salary with all employees, does REC-talks and is managing HR issues. The CM is also responsible for securing the operational and strategic competence and understanding within the organization. The CM secures cooperation within the management group in order to maintain friction free business processes, meaning to facilitate changes when necessary. Finally the CM must build organizational culture based on SIG's core values and management principles. The ongoing coaching of all employees must be constructive and promote a positive atmosphere.

Knowledge of the market:

Get to know the market; the recruitment and educational industry in general, the customers, our competitors and comparable. This to ensure proper management of your organization through your knowledge and network within your market.

Selling our products:

In order to reach SIG overall high selling targets you manage and achieve your individual sales targets along with targets set for the group, this also to emphasis on the importance of the CM setting the standard and being a role model for the organization. You ensure that your sales together with your organizations meet your budgeted monthly, quarterly and yearly targets, so make sure that you are optimizing the commercial potential every day for you and your organization. You are responsible for the delivery of what you and your team have sold and to ensure that all sales contracts are accurate and that there are no bad debts on your sales. You need to have a close working relationship with you HR-specialist to ensure high customer satisfaction.

Financials and budgets:

The CM is responsible for setting quarterly budgets, forecasts and estimates as well as reporting these to the Executive Director and Financial Manager, according to company policy. The CM must have a full understanding of the financials of their business and ensure that an accurate and up to date P&L is kept. The CM also has to make sure that the figures in reporting are always correct.

SIG's Core Values:

Speed – Attitude - Quality - Entrepreneurship