



The Motherson Group is one of the 21 largest and fastest growing full system solutions providers to the global automotive industry, serving multiple further industries, such as rolling stock, aerospace, medical, IT, and logistics, with over 135,000 employees across 41 countries worldwide. Samvardhana Motherson Reydell Companies (SMRC) is the group's specialist for innovative car and truck interiors. With facilities in Europe, Asia, and South America, we design, develop, and manufacture complete high-quality interior systems, such as cockpits, centre consoles, door panels, and decorative surfaces for multiple vehicle manufacturers worldwide. Given our fast growth, we are constantly looking for talented new colleagues to become part of our team.

CROATIA - ZAGREB

## Site Manager & Sales Specialist

### Your tasks.

- Determine the annual budget and indicators of the site
- Use all opportunities to improve financial results in accordance with the objectives of the plant, and monitor the prices in serial life.
- Cash-oriented: ensure payment of invoices under the contractual terms, getting the customer the regularization of any late payments.
- Lead commercial meetings with customers&suppliers, preparing and negotiating with the client buyer in order to improve product margins.
- Participate in productivity meetings to suggest and implement new ideas economy.
- Being Renault buyers contact.
- Be part of problem solving meetings of different team
- Establish and improve production processes and quality standards, ensuring compliance
- Respect the working standards
- Being responsible for the office site according to the local legislative

### Your profile.

- Experience of 6-10 years minimum
- Master degree in Engineering/ Business Administration/Sales
- Experience in Production / Sales
- Fluent in Croatian & English (French language is a plus)

### You are/You got.

- Strong commercial/innovation skills
- Autonomous & Rigorous
- Team spirit
- Analytical & Synthetic mindset
- Ability to prioritize tasks
- Financial knowledge
- Knowledge of process & quality

### How to apply.

- Send your CV to Suzana Oliveira (HR Manager; [solivei1@smrc-automotive.com](mailto:solivei1@smrc-automotive.com)) or Sanela Antunovic (Plant manager; [sbadnjev@smrc-automotive.com](mailto:sbadnjev@smrc-automotive.com)) before May 31,2022