

## General Manager

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Company: Antal International

Location: Nairobi

Category: other-general

### Job Description

Our client, a diversified group with interests in finance, agriculture, engineering, and manufacturing, seeks a General Manager for its Agriculture Division. The division, a leader in biological pest control products, aims to transition into an independent entity. We are seeking a dynamic leader with market knowledge, sales management skills, and functional leadership capabilities. Reporting to the CEO and board, this role offers a performance based competitive package.

### Key Duties and Responsibilities:

**Strategic Planning:** Develop and execute strategic plans to achieve company goals. Analyze market trends, competition, and customer needs for growth opportunities.

**Operations Management:** Oversee day-to-day operations, including importation, production, and distribution. Ensure compliance with industry regulations and standards.

**Financial Management:** Develop and manage budgets, ensuring financial targets are met. Analyze financial performance and make data-driven decisions to improve profitability.

**Sales and Marketing:** Develop and execute effective strategies to improve market share. Maintain relationships with key customers, distributors, and suppliers.

**Product Development:** Collaborate with R&D for product innovation based on market needs.

**Supply Chain Management:** Optimize processes for procurement, production, and distribution. Manage inventory levels to prevent stockouts and excess inventory.

**Team Leadership:** Lead and motivate cross-functional teams to achieve objectives. Foster a positive work culture.

**Quality Assurance:** Implement measures for high-quality product production and delivery.

**Regulatory Compliance:** Ensure compliance with relevant industry regulations.

**Customer Relations:** Address customer concerns and ensure satisfaction.

**Risk Management:** Identify and mitigate operational risks.

**Reporting:** Provide regular reports on key performance indicators and strategic initiatives.

**Ideal Qualifications & Personal Qualities:**

**Educational Background:** Bachelor's or master's degree in business administration or related field. Additional certifications in leadership or relevant areas.

**Experience:** Minimum of 10 years experience, preferably in the industry.

**Leadership Skills:** Ability to inspire and motivate teams.

**Communication Skills:** Excellent verbal and written communication.

**Strategic Thinking:** Capacity to align decisions with long-term goals.

**Financial Acumen:** Understanding of financial management and analysis.

**Problem-Solving Skills:** Ability to address challenges effectively.

**Adaptability:** Flexibility to navigate changes.

**Decision-Making Skills:** Sound judgment for tough decisions.

**Customer Focus:** Commitment to delivering quality products/services.

**Networking:** Strong relationship-building skills.

**Ethical Conduct:** Commitment to ethical business practices.

**Innovative Thinking:** Openness to creativity and continuous improvement.

**Global Perspective:** Awareness of global business trends.

Results-Driven: Proven ability to achieve goals.

Team Building: Ability to foster a collaborative work culture.

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