



GENIUS

HUMAN RESOURCE CONSULTING

# Head of Business Unit Vehicle Testing (all genders)

Global market leader in measurement technology  
Stuttgart area



Genius Consulting GmbH is an independent management and outplacement consultancy which specialises in filling management positions and supporting career transition processes of performance driven candidates. Founded in 2009, the Genius Consulting GmbH associates have succeeded in becoming reliable partners for the automotive industry, mechanical and plant engineering industry, reputable companies in the field of information technology, consulting firms as well as innovative start-ups.

By combining tried and tested search strategies with innovative recruitment tools together with our comprehensive candidate network, we offer you maximum efficiency during the search process. We deliver results, not reports!

Joining our client means joining a global market leader in dynamic pressure, force, torque and acceleration technology, with know-how in a multitude of industries and applications.

Since it was founded in 1959, our client has grown hand-in-hand with its customers and employees.

To start as soon as possible, we are looking for  
YOU as a new

**Head of Business Unit Vehicle Testing  
(all genders)**

Genius Consulting GmbH

Mr. Holger Kilian, Executive Partner | [hk@genius-consulting.de](mailto:hk@genius-consulting.de) | +49 621 70287687

Schneeberger Str. 16 | 68309 Mannheim · Friedrichstraße 171 | 10117 Berlin

## OVERVIEW

As Head of Business Unit Vehicle Testing you will be responsible for the strategic elements of the BU organization including global sales activities and business development.

## RESPONSIBILITIES

- Excellent operation and Leadership, responsibility for BU VT P&L budget and smooth cooperation with Technical, Production and Service Platforms
  - Participate in strategic planning and shape the BU VT strategy to deliver on our client's ambition and align BU VT initiatives with business objectives
  - Lead strategically and operationally the global organizational entity BU VT to achieve outstanding profitability levels
  - Drive market leadership for our client in the main markets and identify potential new market /application segments, particularly for the growing market China
- Develop and execute an BU strategy based on customer needs and market potential (market analysis, benchmark of competition and products)
  - Push Account Management Program through close customer relationship and intensifying customer interaction
  - Assume commercial responsibility including planning activities, budgeting, and reporting on BU level
  - Drive key projects of the BU and contribute to OE 3b wide initiatives as an active member of the management circle
  - Foster the further development and engagement of BU's employees as well as the image as an attractive employer

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## QUALIFICATIONS

- Higher Technical Degree in the field of automotive or machinery engineering (MAS or higher) with a track record in international high-end technical Sales, preferred Tier 1 or OEM
  - Very experienced in the automotive supply market paired with a strong network and high affinity for new technologies (e.g. EV - electric vehicles)
  - 5+ years of senior management experience leading a global sales and business development organization, and ideally familiar with M&A activities
  - Ability to create solutions and develop strategies that drive business outcomes and customer centricity
  - Strong business acumen, analytical and technical competency
- High degree of personal responsibility and commitment, independent and proactive work style, passion for winning and pride in high quality work
  - Strong leadership skills with the ability to motivate and engage cross-functional/cross-cultural teams combined with strong communication and effective presentation skills
  - Fluent German and English skills both written and spoken, any other languages are an asset

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## PROFILE SUMMARY

- ✓ Especially business acumen in the automotive and automotive supply industry, and international experience
- ✓ Experiences in automotive research and testing area
- ✓ Strategic mindset with the ability of implementation
- ✓ Track record of profitable growth in sales
- ✓ No revolution but continuous evolution of BU's products and development of new products along the meg trends: Electric mobility, ADAS
- ✓ Limited risk taker
- ✓ Data-driven mindset
- ✓ Team player

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