

Recruiter: Jobwatch.org
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REF: AT65WA1
Contact: Eric Johnson
Contract Type: Permanent
Experience level: Graduate



Managing Director

As Managing Director you will deliver profitable growth for this market-leading world-class group of manufacturer franchises. This is a rare opportunity for a proven high quality business leader and commercial vehicles industry professional with gravitas and commercial awareness to grow and further develop this well-established multi-site operation.

We examine franchises as an opportunity for growth in Chapter 10.

With a team of c500 colleagues and a turnover of c£200million, the business covers market-leading commercial vehicle franchises over a wide region which is spread throughout the Northern home counties and into Eastern England.

Senior leaders need to establish the mission and objectives of a business. We discuss this in this chapter.

As a world-class manufacturer UK franchise partner, it has a significant customer base, is fully committed to industry leading customer service and has real potential for growth. Reporting to the CEO, the focus of the role is to provide visionary leadership for the business and to deliver profitable market share growth through an established senior management team across multiple sites.


We consider profits in this chapter.

Key requirements are to deliver on agreed margins and compliance with franchise standards, to achieve your Profit & Loss, sales and after-sales financial performance Key Performance Indicators and to ensure a constant focus on customer service.

Candidates for this senior role will ideally bring an impressive and proven success story in the commercial vehicles industry who have experience of working with leading world-class brands and have a deep understanding of commercial vehicle dynamics in the fleet retail and leasing market. You will also have a real ability in maintaining high level contacts with key decision makers with national and regional operators in addition to manufacturing partners and other stakeholders. Exceptional candidates with equally impressive careers gained in leading brand motor retail groups may also be considered.

We consider stakeholders in this chapter.

This is a significant opportunity for a proven high flyer to join a high growth group such as this which offers real scope for further career development. They are offering a broad ranging benefits package which comprises a significant base salary, bonus scheme, pension plan, life assurance and private health cover to name some. The package will attract the best talent and you will be expected to live within the region.



We examine how labour markets work in Chapter 6