

General Manager

Overview of Responsibilities:

The General Manager of KDF Technologies is an exciting & challenging role, responsible for all aspects of running the business, including finance, planning, design, R&D, process development, training, implementing change, human resources, assets, and products/services of the business to achieve strategies, marketing, sales, profitability, and ROA goals. The role is based in Rockleigh, New Jersey, USA and reports directly to the KDF President.

Key Job Elements:

- P&L leadership to reach and sustain revenue, profit, and ROA goals. Control expenses while maintaining quality and superior customer service levels worldwide
- Manage the balance sheet and business assets at proper levels to support the business and provide ROA goals
- Review, understand & strategically target key sectors within the thin film deposition market
- Build & implement a 3-year strategic plan to drive profitable growth & technology development
- Manage the day-to-day activities and operations of the business with understanding of the details
- Review and analyze sales, gross profits, pricing costs and capital to measure and manage business toward stated goals and objectives.
- Identify, document, train, and implement opportunities for systems/processes improvements to support key business initiatives
- Continue to position the business as a global quality partner for deposition systems & services.
- Manage, motivate and train your employees to create a positive and professional team
- Manage your employees and job functions to ensure timely deliverables; including on-time delivery of products and services internal and external
- Know, adhere to, maintain and improve the quality management system and quality polices
- Collaborate with fellow leaders from the Kurt J Lesker company and outside professional services and vendors, managing those relationships
- Ensure that the organization is prepared to meet current and future opportunities and customer needs and provide superior value through the implementation of LEAN practices and processes
- Timely compliance with workplace policies and procedures, including human resource policies
- Active participation in promoting workplace health and safety
- Understand and utilize KPI's and managerial reports in a timely fashion.
- Be prepared and able to report on the health of the company and clearly explain opportunities, issues and performance at regular business meetings and as required
- This strategically & tactically to develop the company's 3-year strategic plan, annual budget and capital plan.
- Other duties as assigned

Qualifications:

Required

- A Bachelor's of Science degree from an accredited college or university, or equivalent experience and background
- 10 years of progressively challenging business experience, international experience preferred
- Proven ability to lead, coach, and develop a successful cohesive business
- Ability to work effectively in an entrepreneurial culture
- Strong aptitude for defining and implementing positive process changes throughout an organization

- Proven track record of managing successfully in a dynamic, rapidly changing environment.
- Domestic & international travel required

Preferred

- MBA or graduate degree
- Extensive knowledge and expertise in the thin film deposition industry

Standards of performance:

- Think Globally with understanding and awareness of differences in cultures, customs, communications and attitudes
- In depth knowledge and understanding of SCM.
- Understanding and embracing LEAN policies and processes
- Drives Continual Improvement (CI) and product development
- Strategic visionary with sound technical skills, analytical ability, prudent judgment, problem solving and a strong marketing focus with a strong knowledge of thin film deposition
- Ability to relate to people at all levels of the organization
- Ability to think globally, strategically and act tactically as appropriate
- Excellent problem-solving skills and the ability to prioritize on an effective basis
- Hard driving, dedicated executive that exhibits a passion for the business and opportunity at hand
- Intelligent and articulate individual that can relate to people at all levels of the organization
- Strong communication, listening, and interpersonal skills that engenders trust and commitment from within and outside the organization
- Acts as a role model within and outside the corporation demonstrating strong accountability to leadership, communication, mentoring, empowerment, training, quality, safety, and resource management
- Capable of effectively presenting information and responding to questions from a broad number of stakeholders, including customers, employees, suppliers, business partners, stakeholders, board of directors and the general public
- High Integrity, Trustworthy, Well Organized with Timely execution of duties
- Decisive, intelligent, professional, focused, and people-orientated executive that possesses the requisite drive and energy
- Ability to utilize computer products and software and interface with Company ERP and IT systems
- Drive Quality and Safety
- Conducts themselves in line with the KDF Mission, Vision, and SPIRIT Values
- Demonstrate knowledge of and works within KDF's Quality Management System, including the Quality Policy and Quality Objectives

Working Environment:

- Office environment
- Manufacturing and Distribution environment
- Limited International Travel

Equipment:

- Standard Office Equipment
- Laptop
- Smart Phone