

The perfect match



JR Cape is a modern international management consulting firm with offices in Europe and Asia.

Our main focus is the executive search field, with our consultants having specific expertise in cross-border recruitment assignments.

Our mission is to provide exceptional professional services to every single client and bring „*The perfect match*“ to their organizations.

JR Cape makes a difference.

Our client – a leading mid-sized high technology company with head office in Germany, supplier of main equipment for the photovoltaic industry, specialist in process engineering, development and ramp-up of manufacturing lines and turnkey plants for solar cell production, with an annual turnover of more than EUR 300 Million – is currently expanding in the Asia Pacific region. We are looking for their future

Branch Manager Taiwan (Photovoltaic Industry)

for the company's key operational Asia office in the Greater Taipei area.

This is a newly-created position, combining general management tasks and day-to-day operation with driving and forming the growing regional organization.

Based out of Taiwan, the incumbent will be a contact point for key customers as well as the organization's key link to the overseas head office. Leading the multinational sales and project engineering team the Branch Manager will be involved in project acquisition and delivery, supporting the business development manager in technical and commercial negotiations. Due to the strongly growing photovoltaic market he/she needs to follow a growth strategy in the region, securing the company's future development and its presence close to the future solar technology hubs in (East) Asia.

In addition to overseeing project management and his/her representative role it will be an integral part of the Branch Manager's function to manage the Taiwan entity itself, including administration, accounting, HR, engineering, service/maintenance and sales departments. Motivation and employee coaching are crucial responsibilities.

The Branch Manager directly reports to the Managing Director Asia as well as – with a dotted line – to the top management in the head office. Due to an increasing number of turnkey installations it will be important to provide and secure internal resources for project execution, locally as well as from the headquarters, which makes it necessary for the Branch Manager to establish him-/herself in a strong position in the worldwide organization.

As a professional equipped with a university degree – preferably in engineering or business – you have gathered years of relevant work **experience in the high technology industry in Asia**. Being in a senior general management position at current, you have developed **strong team leadership, organizational, motivation and negotiation skills** and regard yourself as an **influential link between a regional organization and the overseas mother company**.

If possible, you have a **basic understanding of German corporate business culture** and **ideally speak German**. **English fluency** is required, Chinese language skills would be beneficial, but not essential. A proven track record in **corporate and market development** would be a definite plus.

Friendliness, determination, self initiative are just some of the attributes highly valued by our client. Technical and market **know-how**, an **open attitude towards cultural differences**, **strong interpersonal** and **leadership skills**, **flexibility**, **willingness to take on challenges** and the **ability to master stress situations professionally** will be necessary assets to succeed in this regional role and contribute to the company's positive future development in (East) Asia. We are looking for a **motivator** who knows how to form and guide a successful team. You should be able to set clear targets and **be critical about goal achievements**.

If you are a hands-on manager with **Taiwan experience** and – meeting the stated requirements – feel that this exciting international career opportunity is the right step for you, please send your application to **singapore@jr-cape.com**.

We guarantee fullest confidentiality and equal opportunities in the application and recruitment process. However, only closely matching candidates will be contacted and considered for the pre-selection process.

For further information on JR Cape please visit our website at <http://www.jr-cape.com>.