

VACANCY

Position: Managing Director – HENSOLDT Australia
Business unit: HENSOLDT Australia
Reporting to: Head of International Business Development
Head of Business Line
Location: Australia

Job Scope

HENSOLDT is a pioneer of technology and innovation for defence and security electronics. Based in Taufkirchen near Munich, the company is a German Champion with strategic leadership positions in the field of sensor solutions for defence and security applications.

HENSOLDT is a leading supplier for platform independent offerings deployed across the domains air, sea, land, and security for armed and security forces worldwide. As a German champion and the largest European pure-play defence and security electronics house, we contribute significantly to the protection of soldiers and the operational capability of the German Bundeswehr and the wider NATO. HENSOLDT's portfolio includes various sensor technologies, which, when combined, allow detection capabilities to be improved substantially.

The main areas of activity include the protection of borders and critical infrastructures, air defence, mission management and platform self-protection, force protection, signal intelligence and data links, as well as night vision devices, laser rangefinders and optronic targeting equipment. In addition, our portfolio also comprises of mission avionics such as avionics computers, mission planning systems and autopilots.

With our wide product range, we cover all types of applications in air, sea, land, and security missions and enable our customers to maintain superiority when it comes to monitoring the electromagnetic spectrum. Our solutions are deployed on various platforms, including helicopters, aircraft, unmanned aerial vehicles, ships and submarines, armoured vehicles as well as satellites.

Job Functions

HENSOLDT Group is seeking a Managing Director for its presence in Australia, with demonstrated leadership capability, experience in leading integrated whole-of-company operations, program/project experience and financial acumen. The incumbent will be responsible for leading business and sales growth activities across a variety of customers, organisational support functions, operational performance and delivery of projects and contracts. The Australian company has unique complexity and is geographically dispersed, and therefore building enduring relationships with company, industry and customer stakeholders will be critical. Furthermore, they will implement HENSOLDT's strategy in Australia and build up industrial capability and competences.

- The company strategy for Australia is implemented in line with strategic and operative targets of HENSOLDT Group, and the company has a competitive positioning in the market.
- Order Intake and Business Plan are planned and achieved.
- Day-to-day operations of the company are managed successfully, and the company consistently strives to enhance shareholder value.
- Portfolio of the company is established and enhanced in line with the business scope of the company.
- Strategic cooperations are identified and established to grow the company.
- Know-how and competence is developed to foster growth of the employees and the company, an inspiring team environment with an open communication culture is created.
- Financial reporting, regulatory and company-internal, is completed in due time and risk management systems are in place.
- Legal- and financial compliance is upheld to the highest levels, high ethical standards, compliance laws, shareholder policies are adhered to.
- The Board of Directors are regularly informed on major aspects of the company.
- Trusted relationships with internal and external stakeholders, business partners and government authorities (incl. customers, end users) are developed and maintained.
- All activities are compliant with the primary duty of care defined in the Work Health and Safety Act 2011, Part 2, Division 2.
- Demonstrated ability to lead staff in a complex and geographically dispersed environment and build a positive work environment.
- Successful integration and coordination of company business growth, corporate support functions, engineering capability and project delivery activities.
- Represent HENSOLDT at the highest level within Australia government and industry environment.

Experience Required for the Role

The role will develop the local implementation of the company strategy and reinforce HENSOLDT'S capabilities, competences, and resources through further development of the entity as an international footprint of the company by extending local operations and through leveraging regional support. He will develop, manage, and reinforce local partnerships in alignment with the company's priorities and objectives.

HENSOLDT is seeking an exceptional executive with programme/project and general management experience across the UK region who offers the commercial experience, leadership capability and influence to take responsibility for this critical role

Requirements

Candidates will hold a minimum of a Bachelor's degree in engineering, technology and/or management related fields.

Relevant post-graduation qualifications will also be considered.

Australian citizen and ability to hold Australian Defence NV1 security clearance

Overseas Employee Compliance

- The job holder will be expected to comply with any reasonable operational instruction or procedures relating to Company policies, reporting and controls. To provide a duty on every employee, while at work, to take reasonable care for the health and safety of themselves and of other persons who may be affected by their acts or omissions at work.
- It also places a duty on employees to cooperate with their employer so far as is necessary to enable their duties to be complied with including the appropriate use of personal protective equipment (PPE)
- Failure to comply with this duty may result in the Company invoking the disciplinary procedure.

SKILL MATRIX:

Job Title/Employee	Managing Director – HENSOLT Australia
Skills	
Negotiation	4
Contract management	4
Organisational change	4
Presentation skills	4
Organisational skills	4
Time management	4
External communication	4
Internal communication	4
Operational Leadership	4
Financial acumen	3
Administrational skills	3
Report writing	3
Customer relationship management	4
Product knowledge	4
Commercial skills	4
Customer knowledge	4
Competitor knowledge	4
Problem solving	3
Language skills	2
Demonstrated Leadership	4
Delegation	3
Decision making	3
Discipline	4
Business Development	4
Solutions Consultation	4
Product Management	3
Project Management	3
Defence and security technology	3
Team Building	4
Intercompany / Intracompany	4
International Business	4

Grading System:

- 0 No knowledge**
- 1 General low level of competency**
- 2 Competent in some respects**
- 3 Competent in most respects**
- 4 Fully competent in all aspects**