



Inchcape is a leading, international automotive distributor and retailer operating in 31 mature and emerging markets representing the world's leading automotive brands. Inchcape, which has been listed on the London Stock Exchange since 1958, is headquartered in London, employs over 16,000 people and has scale operations in the UK, Singapore, Australia, Hong Kong, Greece, Belgium, Russia, Finland and Baltics.

Inchcape Lithuania represents Jaguar, Land Rover, Ford, Hyundai, Mazda and Mitsubishi brands.

For newly opened fresh and sharp premium retail site in Vilnius we are looking for YOU

HEAD of JAGUAR LAND ROVER RETAIL BUSINESS

In this role YOU will:

- Lead premium automotive business through strong process and performance management
- Develop Retail business to achieve volume and margin targets in new car, approved used car, Finance & Insurance sales and aftersales activities
- Lead the strategic relationship with brand partners to ensure profitable development of the Jaguar Land Rover business in Lithuania
- Ensure best in class customer experience and processes in sales and aftersales areas
- Sales process management to maximize capture rate

Skills and experience:

- Degree educated with a suitable Business Administration qualification, MBA or an equivalent
- 5+ years' experience in a management role, preferably in sales-led organization
- Fluency in English
- Experience in a complex blue-chip multi-national environment with a high degree of operational and commercial content
- Experience of using financial and commercial information to guide business decisions
- High levels of drive and energy to operate effectively in an operationally intense and dynamic environment. High levels of emotional intelligence
- Hands-on with a pragmatic approach and able to adapt to a complex business environment
- Proven people manager
- Strong problem solving abilities with focus on innovative and insightful solutions delivered with a can-do attitude
- Ability to be proactive and self-directed
- Culturally astute team player who is capable of influencing at both a local level and the most senior of levels
- Person should have a potential to grow in organization by demonstrating constant drive, insights, curiosity, courage and ability to have positive impact to people around

To apply for the position, please send your CV IN ENGLISH with reference HEAD of JAGUAR LAND ROVER RETAIL BUSINESS to cv.lietuva@inchcape.lt (please note that we will contact only the candidates selected for the first evaluation round)