Job Description: Chief Operating Officer (COO)

Company Overview

Our company is a leader in luxury metal and glass structures, specializing in opening structures (Cabrio means Opening/Convertible) for the high-end construction sector. We pride ourselves on innovative design, exceptional quality, and unparalleled customer service. We are expanding our reach through a new dealer network, and we seek a dynamic Chief Operating Officer (COO) to lead and optimize our operations as we scale.

Position Overview

The Chief Operating Officer will be a key member of the executive team, responsible for overseeing the company's day-to-day operations and ensuring that business operations align with strategic goals. The COO will implement business strategies, develop operational policies, and build a robust dealer network to enhance our market presence.

Key Responsibilities

* Operational Leadership:
  + Develop and execute operational strategies that drive company growth and efficiency.
  + Oversee the daily operations of the company, ensuring processes align with overall business objectives.
* Dealer Network Expansion:
  + Establish and manage a new dealer network, fostering strong relationships with partners to expand market reach.
  + Develop training and support programs for dealers to ensure consistency and quality in service delivery.
* Financial Management:
  + Collaborate with the CFO to develop budgets and monitor financial performance.
  + Identify and manage operational risks, implementing cost-effective solutions.
* Quality Assurance:
  + Maintain the highest standards of product quality and service excellence.
  + Implement continuous improvement initiatives to enhance product offerings and customer satisfaction.
* Team Development:
  + Lead and mentor a high-performing operations team, promoting a culture of innovation and accountability.
  + Ensure effective communication and collaboration across all departments.
* Strategic Planning:
  + Contribute to the development of the company’s strategic goals and objectives.
  + Analyze industry trends and market dynamics to proactively address potential challenges and opportunities.

Qualifications

* Bachelor’s degree in Business Administration, Engineering, or a related field; MBA preferred.
* Minimum of 10 years of experience in operations management, preferably within the luxury construction or metal fabrication industry.
* Proven track record of building and managing successful dealer networks.
* Strong leadership and team-building skills, with the ability to inspire and motivate a diverse workforce.
* Excellent organizational and problem-solving skills, with a detail-oriented mindset.
* Outstanding communication and interpersonal skills, capable of building lasting relationships with stakeholders.

Why Join Us?

* Innovative Environment: Work with cutting-edge technology and design in a company committed to excellence.
* Career Growth: Be part of a dynamic leadership team with opportunities for professional development and advancement.
* Impactful Role: Play a crucial role in shaping the future of a growing company with global aspirations.

If you are passionate about operational excellence and have a vision for growing a luxury brand, we invite you to apply for the Chief Operating Officer position. Join us in crafting the future of luxury convertible structures!