



Expatria Human Resources (www.expatria.com), with offices in Stockholm and Paris, focuses on recruitments for international groups, mainly in the Nordics and in French and German speaking countries.

Founded in 1970, **Modul-System** (www.modul-system.com) is one of the world's largest manufacturers of innovative van racking solutions, vehicle equipment & conversion specialists and offers complete sustainable mobility solutions. Modul-System proposes a wide range of products and accessories for the transformation of commercial vehicle fleets into real mobile workshops: Ergonomic and "safe" technical furniture systems; Equipment and accessories necessary for technicians on an external professional mobility mission; Innovative solutions for "last mile" deliveries; and "Modul Connect G4", a Platform for managing and controlling electrical resources and on-board telematics.

Headquarters and production are located in Sweden and the Group has 10 subsidiaries in Europe and Asia. They also have a worldwide partner network, and their products are used in more than 50 countries. Modul-System is part of Swedish Group Lifco (~1,900 MEUR, 6,500 employees) listed on the Swedish Stock Exchange.

Present in France for more than 30 years, Modul-System continues its strong growth thanks to its +50 employees. The French headquarters are located in Bussy-Saint-Georges (77) and there is also an agency in the Lyon region. On behalf of our client, we are now recruiting a:

Managing Director France m/f

Reporting to the Group CEO based in Sweden, your main responsibilities are:

- Be responsible for and manage all commercial and operational activities in France.
- Develop and execute the strategy for France in line with Group strategy. Deploy tactics focused on profitability and revenue growth.
- Be a proactive and entrepreneurial "sales champion" that establishes Modul-System as a preferred partner for customers, prospects, and partners.
- Implement actions to reach market share, price, volume, and customer satisfaction objectives.
- Be a leader who manages, motivates, and develops a team of excellence in France. Ensure that everyone participates in the value creation.
- Overall responsibility for the budget, P&L, forecasts, and Group reporting for France.
- Travel is to be expected throughout France and occasionally internationally.

Your profile :

With a commercial or technical higher education (Bac+5), you have significant experience as General Manager or as Sales Director ready to evolve. You have acquired solid professional experience in sales of technical products and concepts at Executive Level in large corporations, preferably in a sector similar to that of Modul-System (i.e. professional mobility, automotive and its complementary industries, electronics, telematics...).

Entrepreneur at heart, you are passionate about selling technical products & concepts. You have obtained excellent results in the past on the development of turnover and profitability, and you are motivated by the challenge to continuously grow your activity. You are recognized as an excellent leader with the ability to motivate, inspire, involve, and unite a team. You are a good communicator creating strong relationships internally and with Key Customers.

You have experience from international reporting in a multinational company and your English is fluent (both oral and written).

As a person, you are charismatic, enthusiastic, pragmatic, proactive and dynamic with strong communication and negotiation skills.

You are ideally living near Bussy-Saint-Georges (Marne La Vallée, 77) or ready to move there.

Our client offers an interesting and challenging position with a high level of autonomy and responsibility. If you want to participate in the development of a continuously growing group with the support from a dynamic and dedicated team, then this position is for you!

This recruitment is managed by Expatria Human Resources. Please send your application to **apply(at)expatria(dot)com** with the reference **23101MDF**.