



General Manager EMEA

Established in 1794, Henry Bath is a world leading storage and logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founding member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE and CME to issue Exchange-Traded Warrants for metals and commodities.

Overview of Position

The role is a full-time permanent position based in Rotterdam. As General Manager EMEA you will work closely with the Commercial Managers and senior employees in EMEA to oversee and direct all warehousing operations and related office-based administration within Rotterdam, Antwerp and Liverpool. The role is responsible for commercial development in EMEA, along with ensuring that all HB EMEA operational issues arising in the business are appropriately identified, assessed and managed correctly. The role is integral to the execution of the HB Group's corporate strategy within EMEA.

What would you do as our General Manager EMEA

- Assisting with the development of the Group's strategy within EMEA
- Coordination of client engagement and commercial development of the EMEA region
 - Responsibility for the identification and development of new products, services and efficiency improvements, where appropriate
 - Working with the wider Group's Head Office and commercial teams on new business initiatives
- Ensuring the warehouse administration and operational planning, including lease commitments are undertaken efficiently and effectively and matched with the Group's corporate objectives.
- Contract negotiations with third parties.
- Working with Warehouse Supervisors to ensure ongoing compliance with all Henry Bath, Customs and Exchange policies and procedures. This also includes responsibility for identifying and the development, coordination and implementation of new procedures and policies to ensure ongoing full compliance with HB policies/objectives.
- Overall responsibility for the local coordination of health & safety and environmental compliance. This involves working with the local managers under the guidance of the Group Operations & EHS Manager in Liverpool, to ensure ongoing implementation and management of the health and safety policies within the HB EMEA operation.
- Overall responsibility for ensuring that all security obligations for the EMEA region are appropriately addressed.
- Overall responsibility for the EMEA Operations, Commercial and Warehousing teams
- Liaison with the Henry Bath senior management across the business.
- Overall responsibility for managing training and development of staff.
- Dealing with external stakeholders, including regulatory bodies.

Who you are

As General Manager EMEA, you require the ability to proactively develop both the team and client relationships to ensure success within the region. Your dual focus firstly includes fostering commercial relationships with clients and partners and delivering excellent customer service. The other key focus is your overall responsibility and leadership for our Commercial and Warehousing teams in Europe. Your ability to adapt and plan allows you to successfully manage various responsibilities effectively, ensuring exceptional results for the organisation.

Experience & Skills

- Demonstrable success in leading teams and managing operations in a similar industry.
- Excellent commercial and negotiation skills.
- Aptitude for analysing data and identifying areas for improvement in efficiency and cost-effectiveness.
- Capable of driving change and process improvements.
- Excellent organisational skills with the ability to resolve complex operational challenges.
- Strong communication skills in both Dutch and English.
- Ability to collaborate effectively with colleagues globally.

Rewards & Benefits

- Competitive salary
- 20 days + 6 statutory days
- Annual Discretionary Bonus
- Pension

Who we are

We are a diverse organisation who welcome different perspectives helping create an inclusive and forward-thinking culture across the globe with entities in the UK, The Netherlands, Belgium, United States, Singapore and China.