



Livingston James



## POSITION PROFILE

Managing Director



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## Introduction

Turner & Co. (Glasgow) Limited is a family owned and controlled portfolio of companies. Established in 1912, and now operating worldwide, our companies employ over 900 people specialising in the product distribution, support services, asset rental, windfarm, and hydro sectors.

Acquired in 1984, Mitchell Powersystems is one of our core portfolio companies with a strong marketplace reputation for both the quality of its product and the provision of support services.

## Overview

There is no doubt that it has been a challenging 3 years for everyone. For Mitchell Powersystems, it has been a time where we have seen significant change both in the business and in the marketplaces it serves. However, the proven business model, combined with our ability, agility and long-standing franchise partner relationships, has allowed us to maintain our business growth ambitions and to focus on delivering customer value.

Mitchells plays a pivotal role in the supply chain for our customers, supplying both new products and product support services to a wide variety of mobile (on and off highway) and static applications. As our marketplaces transition to new technologies, the business will need to adjust and refocus its service and product offerings to react to what will undoubtedly be new and different market expectations.

The role of our Managing Director is central to everything that we do and we are currently setting out our plans to grow and develop our business. Through the immediate challenges of political and economic uncertainty, we remain committed to delivering our aspirations for the business and continue to invest in equipment, training, tooling and people.

Market and technology change creates space for us to consider our longer-term ambitions. As the new Managing Director of Mitchells, you will have a key role to play in shaping that future. Your strategic direction and delivery of the business plan will be essential as we look to what comes next. You will be working with a very talented and dedicated team of people who put the customer at the centre of everything we do.

As challenging as your role will be, for the right candidate it will be even more rewarding. This is an exciting time to join the business , and I am delighted that you are interested in finding out more about what our Managing Director role involves.

Thank you for your interest in working with us and I wish you well on your recruitment journey.

Best Regards,

Graham Knox

**Chief Executive Officer, Turner & Co. (Glasgow) Limited**



Mitchell Powersystems has a real passion for performance, providing major driveline components and product support for the on and off highway equipment market based on strong long-standing relationships with its franchise partners.

The business is headquartered in Sutton in Ashfield in Nottinghamshire with branch operations in Glasgow, Birmingham, London and Southampton. Mitchells services include the provision of engine and driveline new products, product support and parts supply for all of its franchise partners, servicing a vast range of applications, equipment and industries across the U.K.

Mitchells prides itself on delivering excellent customer service by working in close collaboration with its customers to ensure all their operational requirements are met by providing comprehensive product support and break-down assistance, by fully qualified engineers around the clock.

The company has operated successfully over the years, investing in new equipment, new facilities and people but now needs to modernise and flex to serve a changing marketplace successfully. In total, the company employs circa 150 people either based on site or operating remotely to serve its customers.

Mitchells is proud to be a dealer and distributor for some of the world's leading manufacturers of premium brands, including:

- Allison Transmission
- Dana Spicer
- FG Wilson
- Kubota UK
- Steyr Motors
- ZF
- Daimler Trucks
- Detroit Diesel
- JCB Powersystems
- MTU
- Volvo Penta

In the market, Mitchells is renowned for its expertise and is highly regarded as it competes against a number of internationally recognised manufacturers.

For more information, please visit our website: <https://www.mitchells.co.uk/>.



<b>Position Title:</b>	Managing Director – Mitchell Powersystems
<b>Reports to:</b>	Chief Executive Officer – Turner & Co. (Glasgow) Ltd.
<b>Location:</b>	Sutton-In-Ashfield, Nottinghamshire with some travel to other our sites

We are looking for an experienced Managing Director to control and oversee all business operations, people and activities. You will be the highest-ranking manager in the Company and will be responsible for the overall success of the business.

The business is at a critical point in its development as it looks for new markets in which we can become a leader. The new Managing Director will be expected to devise and implement a strategy to take the business towards a new phase of growth.

## Main Duties & Responsibilities

- Provide strategic advice to the Board and Chairperson so that they will have an accurate view of the market and the Company's future
- Prepare and implement comprehensive business plans to facilitate achievement by planning cost-effective operations and market development activities
- Lead by example on ensuring that ethics are at the forefront of every activity and that a strong control environment is in place, where delegated authorities are adhered to
- Communicate and maintain relationships with shareholders, business partners and authorities
- Oversee the Company's financial performance
- Delegate responsibilities and supervise the work of direct reports providing guidance and motivation to drive maximum performance
- Act as the public speaker and public relations representative of the Company in ways that strengthen its profile
- Analyse problematic situations and occurrences and provide solutions to ensure Company stability and growth
- Maintain the existing approach to employee engagement that is sensitive to the business culture, looks after the best interests of all employees with regard to personal development and generates outstanding levels of commitment and performance
- Establish and maintain strong relationships with key suppliers and customers by supporting sales and procurement activities, as appropriate
- Ensure Mitchells maintains its approach to delivering the highest level of customer service that ultimately provides competitive differentiation
- Ongoing evaluation of new opportunities, markets and proposed solutions
- Maintain ongoing review and revision of business goals and objectives in response to trading conditions/external environment



This role requires a strategist and a leader, able to steer Mitchells in the most profitable direction by developing and implementing its vision, mission and long-term goals. With appropriate Executive-level experience, you will be able to lead from the front, effectively evaluating markets to identify new opportunities to help the business grow.

## Skills and Experience

- Proven experience as Managing Director or other senior managerial position
- Experience of the vehicle/diesel engineering sector would be helpful but not essential
- Demonstrable experience in developing and implementing strategic plans
- Thorough knowledge of market changes and forces that influence the Company
- Experience operating in a Private Equity/Family Office environment and familiarity with the required financial reporting
- Awareness of legal and commercial risks associated with commercial agreements
- Strong crisis management skills
- Excellent organisational and leadership skills
- Excellent communication, interpersonal and presentation skills
- Ability to generate strong relationships with major customers, current and new
- Outstanding analytical and problem-solving abilities
- Educated to degree level or equivalent in an appropriate discipline

## Key Attributes:

- Well-developed management skills with the ability to build excellent working relationships, both internally and externally
- An agile and resilient individual, able to respond to internal or external factors to remain flexible in approach
- Highly effective communicator and leader, who fosters partnerships, works collaboratively and achieves results through others
- Strong influencing and negotiating skills
- Detail conscious with a focus on the key metrics that measure business performance
- Self-directing and able to work under pressure to achieve problem resolution
- High levels of emotional intelligence and self-awareness
- Task and results-driven
- A self-starter, able to take the initiative and push projects forward



A highly attractive financial package is available to the successful individual and will be commensurate with the background and experience required for the role. See details below:

- Excellent competitive base salary
- Bonus
- Company Car
- Private healthcare
- 33 days holiday allowance
- 5% matched employer pension contributions through salary sacrifice scheme
- Employee Assistance Programme
- Paid professional subscriptions
- Flexible working patterns will be considered

Mitchells is an equal opportunity employer, and we encourage candidates from all backgrounds and experiences to apply.

For more information on remuneration please contact Ali Shaw at Livingston James.

Contact details are as follows.

T: 07915 028310 or E: [alishaw@livingstonjames.com](mailto:alishaw@livingstonjames.com)



## The Recruitment Process

Initial interviews will be with our retained advisors at Livingston James.

Follow up stages will be held with our client and will be advised during the process.

Interviews will be carried out both in person and virtually as required.

Any offer of employment will be subject to the following checks: employment history, right to work, credit check.