



Company Description

For one of our customer,s a Home Care Service Company with international scope and active in respiratory, we are looking for a

GENERAL MANAGER for BELUX.

The company is at the service of its patients and has been providing oxygen therapy, respiratory assistance, artificial nutrition and insulin therapy for over 30 years. The group now has almost 2,000 specialised staff working for patients and healthcare professionals in its 65 locations in France. Joining the Company means taking part in the life of a family business that listens to and is close to its employees, whose aim is to provide a quality service to its patients.

Role Description

This is a full-time on-site role for a General Manager located in the **Walloon region**. The General Manager will be responsible for overseeing the day-to-day operations of the company, managing the budget, and creating and implementing business strategies to ensure the company meets its goals and objectives and profitability. The General Manager will also be responsible for managing and developing the team, building relationships with clients, and ensuring company compliance with all relevant regulations and laws. He will manage and optimise all operations, adapting human and material resources.

Required Qualifications

- Experience in business management and operations
- Strong leadership and communication skills
- Organizational skills
- Ability to think strategically and creatively
- Excellent problem-solving and decision-making capabilities
- Financial (P & L) and budget management skills
- HR management skills
- Knowledge in legal aspects of drugs distribution (regulatory agency)
- Ability to build and maintain relationships with clients and stakeholders
- Experience in the medical device industry and respiratory is a plus
- Home Care business experience is a plus
- Ability to manage complex tenders

Relevant skills and qualifications that would be beneficial include project management experience, marketing and sales experience, and proficiency in french and dutch.

Job description and duties

More specifically, the GENERAL MANAGER will be responsible for :

- Playing a tangible role in business development and in winning the loyalty of doctors and patients through your qualitative approach and presence in the field,
- Manage all activities and ensure the smooth running and operation of the affiliate,
- Manage, lead, supervise and support multi-disciplinary teams,
- Recruiting operational and sales teams,
- Ensure commercial, administrative and technical follow-up,
- Ensuring compliance with the regulatory framework, the procedures in force and the policies defined by General Management.

Profile required

We're looking for a manager with a reputation for natural leadership, a strong capacity for hard work and commitment, as well as profound human qualities, a sense of teamwork, real flexibility in relationships and a certain humility.

Your ability to manage and organise teams, combined with a commercial sense that focuses on the interests of the patient and on building patient loyalty, are your main assets for success in this position.

You will have similar experience in the healthcare sector.

Useful information

LOCATION : Walloon Region - Nivelles

CONTRACT : PERMANENT CONTRACT

SALARY : Undefined

LEVEL OF QUALIFICATION : Engineer/Manager/Bac +5

EXPERIENCE : 1 to 7 years, + 7 years

WORKING CONDITIONS : Full time

FUNCTION : Management and Profit Centre

SECTOR : Health/Social/Association, Personal Services

ON SITE WORKING