

POSITION: Local General Manager

MAIN SCOPE:

To oversee all staff, budgets and operations of the local business unit in Vilnius

Directly reports to: the CEO

Based in: Vilnius

KEY RESPONSIBILITIES:

- Ensure that operations of the company would be in line with all the requirements set by the Bank of Lithuania
- Coordinate the development of key performance goals for functions and direct reports
- Maintain budgets and optimize expenses/revenues
- Evaluate and improve operations and financial performance
- Ensure the development of tactical programs to pursue targeted business goals and objectives
- Ensure overall delivery and quality of the unit's value proposition to customers
- Engage in key or targeted customer activities
- Oversee key hiring and talent development programs
- Communicate strategy and results to the unit's employees
- Prepare regular reports for upper management

KEY REQUIREMENTS

- Degree in Law, Finance, Business management or relevant
- Proven 3+ year experience as a General Manager or similar executive role with the leadership of a team at least of 4 people
- Experience in the financial institution, esp. planning and budgeting
- Knowledge of business process and functions (sales, finance, HR, procurement, operations etc.)
- Strong analytical and communication skills
- Outstanding organizational and leadership skills
- Can-do attitude
- Fluent English both in speaking and writing
- Strong negotiating skills
- Ability to maintain and encourage open and honest business relationships within the unit
- Proactive contribution to the internal initiatives
- Experience in working in a fast - paced business environment
- Extensive market knowledge and ability to share best practices
- Being mindful of cultural differences across a diverse organization
- A self-starter, who is resilient, innovative and open to change

**Please email your updated CV and covering note to:
ken.oshaughnessy@b4bpayments.com**