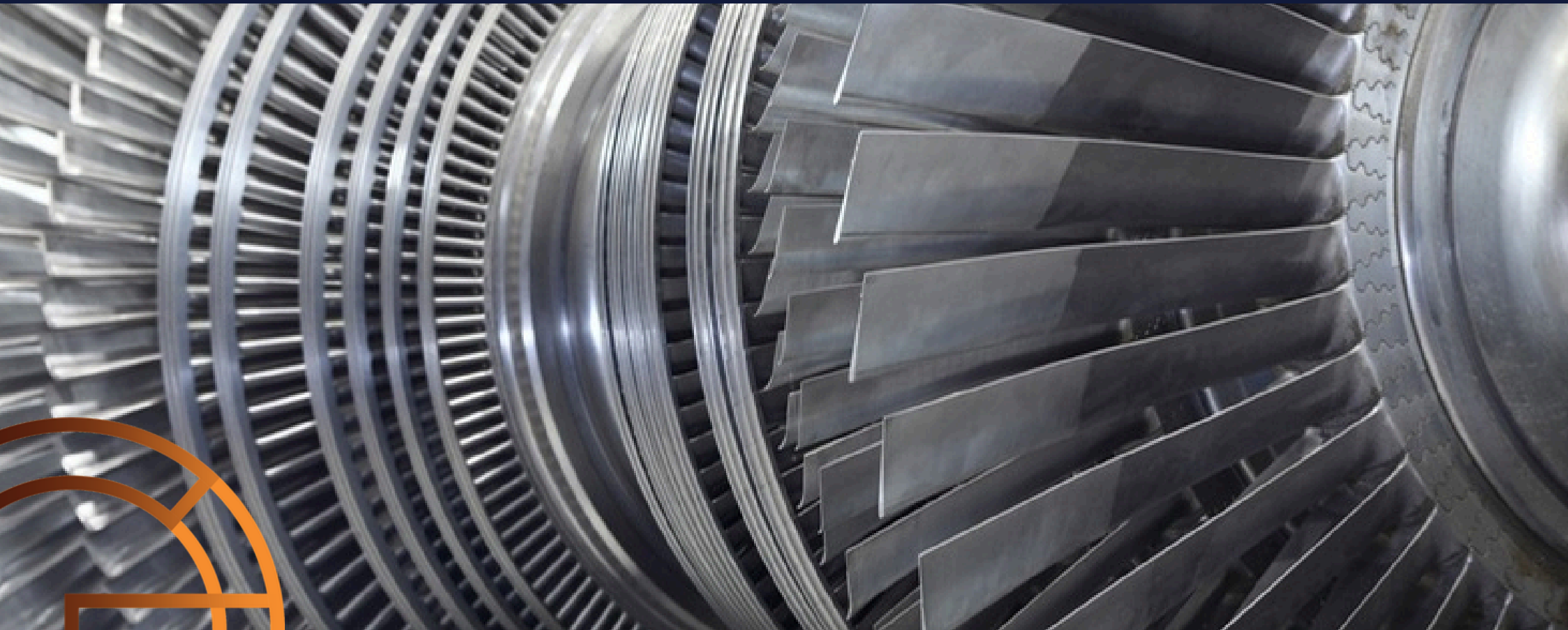


# Director Sales & Operations

High Tech - Aerospace

**Lomm**



# Oerlikon Eldim (NL) B.V.

Our client Oerlikon Eldim (NL) B.V. is a high tech manufacturing company based in Lomm (Limburg) and part of the internationally operating Oerlikon Group, a Swiss technology organization with a strong position in surface solutions, materials and advanced manufacturing technologies. Oerlikon Group is active in 38 countries with a total of 9,500 employees, generating revenue of approximately €1.7 billion.

Eldim technology is spread across 3 sites: Lomm, Debrecen (HU) and Stockport (UK).

The organization focuses on the development and production of high-quality critical components and assemblies, particularly for the aerospace industry and the industrial gas turbines. The focus is on components used in demanding environments, such as hot sections of aircraft engines and power generation systems, where reliability, precision and durability are essential. The organization operates according to modern manufacturing methods and uses integrated supply chain and quality processes to meet the high requirements of its customers.

The Dutch site is part of a global network of production locations and benefits from the scale, technology and knowledge of the Oerlikon Group. This enables the company to develop innovative solutions and contribute to the performance improvement of critical systems in aerospace and energy generation.

At the Lomm site, approximately 120 people are employed and around 125 high-tech machining systems are in operation. There are two sister companies in Hungary (400 employees) and in the UK (30 employees). The UK has its own customer base and operates independently; Hungary acts as a supplier for certain machining processes. The Management team is mainly based in the Netherlands, so as is the Sales team. There are 2 Engineering teams, in the Netherlands and Hungary. The order book for the coming years is full, although profitability still requires improvement. For the Oerlikon Group, this market is a focus area, where investments are being made in both equipment and people. It is expected that the business can double, also partly, through the development of additional market sectors (e.g. energy and defense).

# Director Sales & Operations

As Director Sales & Operations (DSO), you operate as General Manager across multiple sites in the Netherlands, Hungary and the United Kingdom and report directly to the Regional President Europe within Oerlikon Surface Solutions. You are responsible for Lomm as Managing Director, and commercially and operationally responsible for the plants in Hungary (400 employees) and the UK, through the local Operations Managers. This position offers a unique combination of strategic responsibility, commercial impact and operational execution at the highest level.

As Director Sales & Operations, you carry fully responsibility for the P&L of the three European sites and operate as an entrepreneur within a listed company environment. The organization is in a transformation phase, evolving an European aerospace build-to-print business into a sustainable, profitable and strategically relevant partner for its customers, including in other market segments. You are personally involved in key accounts and drive profitable growth.

The focus then shifts to establishing Operational Excellence across the entire process chain, including RFQs, contract management, account management, engineering, project management, execution, delivery and aftercare. You develop a competitive manufacturing platform with a focus on efficiency and cost control, truly embedding Operational Excellence. You build a high-performing team and stimulate ownership and accountability.



# Who are we looking for?

You are an experienced General Manager with P&L responsibility. You have a relevant completed degree at bachelor's or master's level. You have a proven track record in aerospace or high-precision manufacturing or automotive manufacturing. You have experience managing multi-site operations, preferably internationally. You are both strategic and operational. You combine a strong strategic vision with hands-on execution and are able to lead your teams through change. You lead a full performance turnaround, with a focus on profitability, delivery reliability and customer confidence. You develop and implement a clear roadmap and are able to achieve impact quickly. You are willing to travel internationally on a regular basis.



If you are interested in this position, we kindly ask you to contact one of our consultants for more information.

**Bauke Wolters or Bert-Jan de Visser**

**[info@vandegroep.nl](mailto:info@vandegroep.nl)**  
**T: 0346 870020**

**Van de Groep & Olsthoorn**

