

PRIMER Group of Companies

Primer is a global company with more than 30 years experience in the retail and distribution industry servicing clients across various countries, including Hong Kong, Singapore, Indonesia, Malaysia, Japan, Thailand, Vietnam, Taiwan, United Kingdom, and Australia.

We are a distributor and retailer of the world's most recognized brands, such as, The North Face, Columbia Sportswear, JanSport, Herschel Supply Co., FitFlop, Dr. Martens, Delsey, Tumi, World Traveller, and Salomon. Our full-service concept stores include The Travel Club and Bratpack stores, housing international bag, footwear, and apparel brands.

Aside from lifestyle products, our aggressive growth paved the way for our expansion, adding industrial segment to our service offerings: Union Inks and Graphics Philippines, Inc., for the creative graphic design and services and the distribution of chemical and printing products; and Stellar Equipment and Machinery, Inc., for the retail and maintenance of ACMV and HVAC units with after sales services.

Job Vacancy: **General Manager/Vice President/Business Unit Head**

Job Description:

A. Job Summary

The **VP - SBU Head of Stellar Equipment and Machinery, Inc. or STELLAR** is responsible for the strategic direction of the company in general. STELLAR is involved in the distribution of HVAC equipment, systems, and controls; and maintains three main channels of sales & service, namely Unitary Product Group (UPG), Engineered Sales Group (ESG), and Controls Group. The VP-SBU Head is responsible for managing the functional heads/managers of each of the three groups thus having over-all influence on the revenue generation strategies of the company. The role also includes the management of the cost element of the business specifically through budget forecasts, supply and inventory management, and financial analysis.

B. Job Description

1. Over-sees the general health of STELLAR's equipment and machinery inventory, as well as other operational resources, by extending supervision to the company's Operations & Admin team, through the Operations & Admin Manager.
2. Guarantees appropriate technology and after-sales is available to STELLAR's clients by administering to its Sales Engineers and After-Sales team through the After-Sales and Technical Managers.

Cost & Financial Management

1. Accounts for the planning of the over-all budget of STELLAR and makes certain that internal budget plans are monitored and controlled throughout the year.
2. Looks out for all possibilities of internal cost savings either through policy creation or process improvement.
3. Works with the accounting team of STELLAR to understand the company's financial standing in relation to meeting its annual goals, and makes necessary recommendation to the Primer BOD for major initiatives to address growing financial concerns (if any).

Human Capital

1. Leads and directs the heads of each of STELLAR's functional departments (ESG, UPG, Controls, After-Sales, Operations & Admin) and manages the performance of the entire company through the management of the performance of the said departments.
2. Mentors the leaders of STELLAR and provides them with appropriate technical knowledge, experience, and guidance in the delivery of their work.
3. Works closely with the HR Business Partner of STELLAR to influences the appropriate organization design, manpower plan, and talent development agenda.

C. Qualifications:

1. Bachelor's degree, any related course preferably with post graduate studies or units (MBA).
2. At least six (6) years relevant work experience in a managerial or similar capacity.
3. With background in technical and/or engineering sales experience on aircon business or its equivalent.

Contact Details: Interested candidates may send their CV to careers@primergrp.com