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Confidential Position Overview

Company: Our client covers all aspects of fluids and fluid management from the technical formulation of cutting fluids, cleaners, and rust preventatives to the sale of recycling systems and fluid filtration equipment. Working closely with the worldwide metalworking community, they have developed and marketed a full line of specialty cutting and grinding fluids, cutting oils, concentrated washing and cleaning compounds and rust preventatives

Opportunity: This company is a transitioning organization that is experiencing a new chapter of growth on a worldwide basis. The overall company is currently profitable and has a vision to grow the business from \$75M to \$150M over the next five years. Working closely with the President and COO, the Managing Director – India will be the champion and leader for establishing and growing the business in India.

Responsibility: Reporting directly to the Executive Vice President – Asia Operations with a dotted line responsibility to the President and COO, the MD – India will be responsible for the overall design, implementation and continual improvement of the operations, sales, marketing, and new business development for the country of India. He/She will provide leadership and direction to the existing Indian operations which includes sales and distribution teams, as well as build the organization as appropriate. The Managing Director will be responsible for the oversight of the building of new operations in 2010 for a manufacturing facility of which initial phases have already begun. The ideal candidate will provide strategic direction and a business plan for India which will convert to a strong market image through both short and long-range plans and programs that support organizational objectives and will leverage off of existing strengths.

Qualifications: Our client requires an executive that has had P&L experience for an industrial manufacturing and marketing company and has had at least five years of overall management experience with a minimum of three directly related to operations and sales/marketing roles. He/She will have a strong knowledge of operations as well as successfully demonstrated growth in the area of business development and a proven ability to lead teams in either area. Past experience as a general manager or manager of business development with some P&L responsibility would be ideal for this position. Previous customer contact with exposure to the industrial or aerospace industry while marketing a technical product is highly preferred. A university degree is required and an advanced degree in business or another relevant discipline is preferred. Fluency in English and Indian languages is necessary with a strong bi-cultural understanding preferably derived from working with a US-based employer.

The ASLON Group (www.aslongroup.com) is a leading integrity-based retained search firm focused on identifying, assessing and delivering world class leaders.