

## APPLIED ROBOTICS LOOKING FOR A COO

Effecto Group, a multinational technology company in the automation and robotics industry, is seeking a Chief Operating Officer for its United States subsidiary, Applied Robotics Inc., located in upstate New York. The company's automation and robotic products are sold in the automotive, machine tool, biotech, and food industries, among others. There is a close working relationship between the company's U.S. and European operations in all aspects of the business and the company employs approximately 70 people between the U.S. and Europe.

The company has spent the last two years building the infrastructure that will support more dynamic growth going forward. It is looking for someone who is self-motivated and energetic, who can lead the team in the U.S. to achieve the growth potential of the company in the expanding robotic industry. The Chief Operating Officer will work closely with the Board of Directors, serving as manager of corporate operations and as the main link between the different divisions within the company. The ideal candidate for this position has previous corporate management experience and a proven track record for effective team management and results-driven leadership.

Competitive base compensation with opportunities for increased compensation through successful company and individual performance.

### Responsibilities

- Direct the company in keeping with the vision outlined by the Board of Directors
- Develop high quality business strategies and plans ensuring their alignment with short-term and long-term objectives
- Maintain a deep knowledge of the markets and industry of the company
- Lead and motivate staff to advance employee engagement
- Oversee all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission
- Enforce adherence to legal guidelines and in-house policies
- Build trust relations with key partners
- Analyze problematic situations and occurrences and provide solutions to ensure company growth
- Represent the company as required, including attendance of important functions, industry events and public meetings

### Requirements

- Proven experience as COO or in other managerial position (5-10 years)
- Experience in developing and maintaining budgets and implementing profitable strategies
- Strong understanding of corporate performance management principles
- Familiarity with diverse business functions such as marketing, engineering, production, finance, etc.
- Experience with ISO 9001 manufacturing operations

- Experience in cooperating with European companies, preferably in the automation or robotic industry
- In-depth knowledge of corporate governance and general management best practices
- An entrepreneurial mindset with outstanding organizational and leadership skills
- Analytical abilities and problem-solving skills
- Excellent communication and public speaking skills
- MSc/MA in business administration or relevant field