

## **General Manager (Singapore and Malaysia)**

Established in 1794, Henry Bath is a world leading storage and logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founding member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE and CME to issue Exchange-Traded Warrants for metals and commodities.

### **Overview of Position**

The role is a full-time permanent position based in Singapore, with regular travel. You will be working closely with the Commercial Managers and senior employees in Asia to oversee and direct all warehousing operations and related office-based administration within both Singapore and Malaysia. The role is responsible for commercial development in Singapore and Malaysia, along with ensuring that all operational issues arising in these regions are appropriately identified, assessed, monitored and managed correctly. The role is integral to the execution of the Henry Bath Group's corporate strategy within Asia.

### **What would you do as our General Manager**

- Assist with the development of the Group's strategy within Asia.
- Coordination of client engagement and commercial development of the Singapore and Malaysia business.
  - Responsible for the identification and development of new products, services and efficiency improvements, where appropriate.
  - Work with the wider Group's Head Office and commercial teams on new business initiatives.
- Ensure the warehouse administration and operational planning, including lease commitments are undertaken efficiently and effectively and matched with the Group's corporate objectives.
- Contract negotiations with third parties.
- Work with Warehouse Supervisors to ensure ongoing compliance with all Henry Bath, Customs and Exchange policies and procedures. This also includes responsibility for identifying and the development, coordination and implementation of new procedures and policies to ensure ongoing full compliance with HB policies/objectives.
- Overall responsibility for the local coordination of health & safety and environmental compliance. This involves working with the local managers under the guidance of the Group Operations & EHS Manager in Liverpool, to ensure ongoing implementation and management of the health and safety policies within the HB Singapore and Malaysian operations.
- Overall responsibility for ensuring that all security obligations for the Singapore and Malaysia are appropriately addressed.
- Direct reporting responsibility for the management of the Singapore and Malaysia teams.
- Liaison with the Henry Bath senior management across the business.
- Overall responsibility for managing, training and development of staff.
- Work with external stakeholders, including regulatory bodies.

## **Who you are**

As General Manager (Singapore and Malaysia), you require the ability to proactively develop both the team and client relationships to ensure success within the region. Your dual focus firstly includes fostering commercial relationships with clients and partners and delivering excellent customer service. The other key focus is your overall responsibility and leadership for our Commercial and Warehousing teams in Singapore and Malaysia. Your ability to adapt and plan allows you to successfully manage various responsibilities effectively, ensuring exceptional results for the organisation.

## **Experience & Skills**

- Demonstrable success in leading teams and managing operations in a similar industry.
- Excellent commercial and negotiation skills.
- Experience and knowledge of the physical commodity industry
- Aptitude for analysing data and identifying areas for improvement in efficiency and cost-effectiveness.
- Capable of driving change and process improvements.
- Excellent organisational skills with the ability to resolve complex operational challenges.
- Strong communication skills in English.
- Ability to collaborate effectively with colleagues globally.

## **Rewards & Benefits**

- Competitive salary
- 14 days holiday (increasing each calendar year to a maximum of 20 days) and public holidays
- Private healthcare (including direct family)
- Annual Discretionary Bonus

## **Who we are**

We are a diverse organisation who welcome different perspectives helping create an inclusive and forward-thinking culture across the globe with entities in the UK, The Netherlands, Belgium, United States, Korea, Malaysia, Singapore and China.