

## COMPANY MANAGER

Job Description | September 2023

### IKAWA Coffee

With customers in over 100 countries, IKAWA has redefined how both professionals and home coffee drinkers think about roasting coffee. We design and manufacture roasters from our London workshop and office.

IKAWA means 'coffee' in Kirundi, which is the language of Burundi. It was from his time growing up in Burundi that our Founder, Andrew Stordy, had the idea for the IKAWA roaster.

It inspired him to create IKAWA with a mission to invent solutions to drive change in coffee, from farm to cup.

Our products currently consist of coffee roasting machines together with supporting apps and a range of curated green coffees.

The award winning IKAWA Pro Series is used by coffee professionals to advance coffee quality by helping them improve their evaluation of green coffees. It is a disruptor in this sector and is being used throughout the global coffee value chain by industry leaders.

Our IKAWA Smart Home Coffee Roaster System brings coffee to life and is aimed at coffee connoisseurs and enthusiasts. This system is designed to provide a simple and accessible approach to coffee roasting and includes a coffee roaster, selection of green coffees, roast recipes and the IKAWA Home app.



**The Role**

We are excited to be recruiting for a friendly and experienced Manager to join our team. As the General Manager, you will be responsible for overseeing all aspects of our company's operations, including manufacturing, sales, marketing, finance, and human resources. You will work closely with our Board, Founder and management team to develop and execute strategic plans that drive profitable growth and enhance our company's brand reputation whilst implementing the vision and strategic goals of the company.

You will be a highly competent individual with demonstrable experience of the complexities, challenges and best practice of a manufacturing business. You will have demonstrated leadership and management qualities required to manage Senior direct reports

**Responsibilities**

- Develop and implement business strategies and plans that align with the company's mission and goals
- Set financial and operational targets for the company and work with the Management Team to ensure they are met or exceeded
- Drive sales growth through effective marketing and sales strategies
- Manage budgets and financial forecasts to ensure appropriate resource allocation
- Build and maintain strong relationships with customers, suppliers, and stakeholders
- Drive product innovation and improve manufacturing processes to enhance product quality and reduce costs
- Lead and manage teams across multiple functions and ensure alignment with the company's overall objectives.
- Reporting to the Board of Directors as at quarterly board meetings.

**Requirements**

- Degree level education.
- At least 10 years of experience in a senior management role within the electrical/electronic manufacturing industry
- Proven experience in developing and implementing successful business strategies
- Excellent organisational, leadership, and communication skills
- Ability to manage multiple functions and prioritise competing demands
- Strong analytical and problem-solving skills
- Demonstrated success in driving sales growth and achieving financial targets.
- A genuine interest in working for high growth businesses.

**Location**

This is an office-based role in our headquarters, located at Unit 9, Bayford Street Business Centre, Bayford Street, London, E8 3SE which may be subject to change due to a potential office relocation to Lewisham in early 2024.

**Contract**

Full time (Monday – Friday).

Notice periods considered.

**Remuneration**

£70-100k + Bonus and Share Options

22 days' holiday (increasing 1 per year up to 25) plus bank holidays.

Company benefits include one of our Home Roasters, team incentives and activities, perks, occasional travel, L&D opportunities, access to company pension scheme, ride to work scheme.

**Application**

If you are interested in the role, please submit a recent CV, including a brief statement of interest on why you are well-suited to the position. Applications without a CV and statement of interest will not be considered.

Please send applications to [hr@ikawacoffee.com](mailto:hr@ikawacoffee.com)