



## JOB DESCRIPTION

### ESS Executive - Business Unit Leaders Network

**Engagement Model:** Executive Compensation Based on Experience

**Location:** Global | USA | Vietnam | Regional & International Opportunities

#### About the Opportunity

The ESS Executive - Business Unit Leaders Network is an exclusive community of Business Unit Heads, General Managers, Division Leaders, P&L Owners, and enterprise leaders responsible for driving growth, profitability, and business performance.

Designed for leaders who manage business units, product groups, regional operations, or strategic business functions, the network provides access to executive leadership opportunities, strategic advisory engagements, business transformation initiatives, and peer collaboration across industries and global markets.

Members gain access to a trusted ecosystem of leaders committed to accelerating growth, improving operational performance, and creating long-term business value.

#### Areas of Expertise

We welcome business leaders with experience in one or more of the following areas:

##### Business Leadership

- Business Unit Management
- General Management
- P&L Ownership
- Revenue Growth
- Strategic Planning
- Business Performance

##### Commercial Excellence

- Sales Leadership
- Market Expansion
- Customer Growth



- Business Development
- Strategic Partnerships
- Commercial Strategy

### **Operational Leadership**

- Business Operations
- Cross-Functional Leadership
- Organizational Effectiveness
- Operational Excellence
- Resource Optimization
- Performance Management

### **Business Transformation**

- Growth Transformation
- Organizational Change
- Digital Transformation
- Innovation Leadership
- Business Scaling
- New Business Development

### **Ideal Candidate Profile**

#### **Leadership Experience**

- Current or former Business Unit Leader, General Manager, Division Director, Country Manager, Regional Leader, or equivalent executive role.
- Proven experience managing revenue, profitability, growth, and business performance.
- Experience leading cross-functional teams and strategic initiatives.

#### **Leadership Capabilities**

- Strong business and commercial acumen.
- Strategic thinking and execution excellence.
- Ability to lead growth, change, and transformation.
- Experience managing complex stakeholder environments.



## **Global Perspective**

- Experience operating across markets, business units, or regions.
- Understanding of growth, competition, and business transformation challenges.

## **Educational Background**

- Bachelor's degree or higher in Business Administration, Management, Marketing, Finance, Engineering, or related disciplines.
- MBA or advanced executive education is highly preferred.

## **Opportunities Available Through the Network**

### **Executive Business Leadership**

- Business Unit Head
- General Manager
- Division Director
- Country Manager
- Regional Business Leader
- Managing Director

### **Strategic Growth Roles**

- Growth Leader
- Business Transformation Leader
- Market Expansion Leader
- Commercial Excellence Leader

### **Advisory & Strategic Roles**

- Business Advisor
- Growth Advisor
- Executive Mentor
- Strategy Advisor

### **Business Transformation Initiatives**

- Growth Acceleration Programs
- Business Scaling Projects
- Organizational Transformation Initiatives



- Market Expansion Programs

### **Join the Network**

Become part of a distinguished community of business leaders driving growth, performance, and transformation.

Submit your executive profile today to join the ESS Executive - Business Unit Leaders Network.

**The Right Leadership. The Right Growth. The Right Results.**