

VACANCY: MANAGING DIRECTOR



Toyota Trinidad and Tobago Limited (TTTL), the authorized distributor of Toyota vehicles in Trinidad and Tobago, is seeking an experienced and visionary **Managing Director** to lead the organization into its next phase of growth and innovation and operational excellence. This executive role reports directly to the **Board of Directors** and requires a dynamic leader with proven success in global automotive operations and Toyota's world-class standards.

OVERVIEW: The Managing Director will provide strategic leadership and operational oversight to ensure TTTL's sustainable growth, profitability, and alignment with Toyota Motor Corporation's global vision. The successful candidate will demonstrate advanced knowledge of the **Toyota Production System (TPS)**, Kaizen principles, supply chain development, and international automotive best practices, while driving digital transformation and fostering a culture of continuous improvement.

KEY RESPONSIBILITIES

1. Strategic Leadership & Growth

- Develop and execute long-term strategic plans aligned with Toyota's global vision and regional objectives.
- Identify and implement market expansion initiatives to increase market share and revenue.
- Drive organizational transformation and innovation to maintain TTTL's leadership in the automotive sector.
- Present annual strategic plans, financial projections and performance reports to the Board for approval.

2. Operational Excellence

- Oversee all functional areas: Sales, Marketing, Finance, HR, Supply Chain, and After-Sales Service.
- Apply **TPS** and **Kaizen** principles at scale to enhance efficiency and customer experience.
- Champion digital transformation initiatives and customer experience platforms to improve operational performance.

3. Financial Management

- Manage budgets, forecasts, and financial performance to ensure profitability and sustainable growth.
- Implement cost-control measures and financial risk management strategies, and contingency plans.
- Monitor KPIs and initiate corrective actions where necessary.

4. Stakeholder Engagement

- Build strong relationships with Toyota Motor Corporation, regional distributors, government agencies, and key partners.
- Represent TTTL at industry forums and Toyota global leadership meetings.
- Promote corporate social responsibility initiatives locally.

5. Compliance & Governance

- Ensure adherence to local laws, Toyota global standards, and ethical business practices.
- Oversee corporate governance programs and compliance with TTC principles.
- Develop and implement risk management frameworks for operational and reputational risks.

6. Talent Development

- Mentor the leadership team in the Toyota Way, fostering a culture of continuous improvement.
- Lead change management initiatives and transfer global best practices to local teams.
- Implement succession planning for key leadership roles and develop future leaders.

QUALIFICATIONS & EXPERIENCE

- **Education:**
 - Tertiary-level degree or higher.
- **Experience:**
 - Minimum **15 years of senior leadership experience** in the automotive industry, with at least **5 years in executive roles within Toyota or its affiliates globally.**
 - Proven success in implementing TPS and global operational standards across multiple regions.
 - Expertise in supply chain strategy and international business expansion and digital transformation projects.
 - Strong knowledge of Toyota's Code of Conduct, Ethics, Toyota Way in Sales and Marketing and TTC standards.
 - Demonstrated experience in financial management, risk mitigation, and corporate governance.
 - Experience in leading multi-operational departments through change management and organizational development projects.
 - ability to mentor senior leaders, implement succession planning, and foster a high-performance culture.

APPLICATION DETAILS

Interested candidates should submit a detailed résumé and cover letter to:

Email: managingdirector@toyota-trinidad.com

Deadline: January 23rd, 2026

Applicants for this position must also submit a copy of his/her application to: **Chief Manpower Officer, Ministry of Labour and Small Enterprise Development, 50-54 Duke Place, Duke Street, Port of Spain.**