

JOIN OUR TEAM

GEWA music is one of Europe's leading manufacturers and distributors of musical instruments. We develop, build and sell instruments in Europe, Asia and the United States, and we are home to some of the most iconic names in music: Gretsch drums, Ovation guitars and Höfner. The United States is our biggest growth opportunity. We are investing heavily to build GEWA music USA into a strong, profitable and successful company. We have two American factories, legendary brands and a team that loves what it builds.

Join our team as

Chief Operating Officer & Commercial Director (COO) (m/f/d)

**Full operational and commercial responsibility
for GEWA music USA**

Reporting line	Executive management of GEWA music GmbH, Germany
Direct reports	Head of Finance & Accounting, Plant Managers, Division Sales Leads, Warehouse/Operations Manager
Location	On site in New Hartford, CT. Willingness to travel required, including at least one visit per month of 2 to 3 days to our plant in Ridgeland, SC
Divisions	Drums (Gretsch), Strings (GEWA, Paesold, Höfner, OEM), Guitars (Adamas, Ovation, Rodriguez, Höfner)
Start	Q1 2027

Your role:

This is not a caretaker job. As COO, you will lead the build-out of our US business. You will take full operational and commercial responsibility, from the factory floors in New Hartford and Ridgeland to sales, finance and reporting. You will set the pace, build the structures and turn potential into results. You will work with a family-run group that thinks long term and gives you direct access to its owners. For a start in Q1 2027, we are looking for a Chief Operating Officer & Commercial Director. Your focus:

- Leading all three divisions (Drums, Strings, Guitars) and both manufacturing sites
- Establishing financial transparency, reliable reporting and process discipline
- Driving sales strategy and execution toward profitable growth

Responsibilities:

Operations & Commercial

- Lead manufacturing at both plants: New Hartford (Ovation/Adamas) and Ridgeland (Gretsch)
- Own logistics, warehousing and inventory management* at both sites
- Lead the Plant Managers, Division Sales Leads and Warehouse/Operations Manager
- Shape sales strategy* and execution across Drums, Strings and Guitars
- Set and enforce payment and shipping terms* for all divisions
- Drive investment decisions*, cost control, product range*, pricing* and site strategy*
- Select and hire key personnel*

Finance & Controlling

- Build divisional and consolidated budgets* and own the annual and monthly budget process
- Ensure integrity of the chart of accounts and correct all location of results by division and in total
- Deliver monthly management accounts and management P&L, by division and consolidated
- Deliver financial and management reporting to the parent company by the 10th of each month for the prior month, ensuring accuracy and timeliness
- Analyze budget-to-actual variances to root cause and implement corrective action*

Leadership & Accountability

- Hold the Head of Finance & Accounting accountable for reporting deadlines and process discipline
- Hold all functions accountable for deadlines, targets and execution speed
- Implement the strategic direction and guidelines set by the parent company
- Provide transparent, fact-based reporting on operational and financial performance to executive management in Germany
- Serve as the central interface to the parent company for all financial and operational matters

* These responsibilities are aligned with the President and the executive management of GEWA music GmbH prior to implementation.

Have we sparked your interest, and do you see yourself in this role?

Then please send us your application, including your availability and salary expectations, by post or email (preferably combined into a single PDF document):

Human Resources, Oelsnitzer Str. 58, 08626 Adorf/Germany, Email: personal@gewamusic.com

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