



## Operations Manager – East Coast

### Overview:

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Our client is one of the nation's largest at-risk design-build electrical engineering, integration and construction firms with its headquarters in the Mid-Atlantic region. They focus on large complex electrical projects from data centers to electrical power plants to government buildings. Many of their projects are in excess of \$100 million in electrical EPC cost alone. All of their projects come with tight timelines and high expectations. Consequently, our client seeks the absolute best industry talent to lead these projects from start to finish.

As a pioneer in at-risk design-build, where electrical design and construction are merged seamlessly in one organization, our client leverages the efficiency of getting the project right before it goes to the field and has established a series of operating principals that ensure success and have enabled their exponential growth and ability to tackle some of the most dynamic projects in the world. They employ more than 3,000 people in offices throughout the United States, Europe, and the Middle East.

A progressive innovator in electrical design and construction, our client is constantly improving its internal processes and improving its service offerings to maintain its competitive edge over the industry. With its extensive and growing project backlog of the most challenging and demanding projects being constructed today, our client requires a well-rounded, technically astute, and smart operations manager who will ensure that projects are being run profitably and quality standards are maintained.

We need a leader – an experienced project manager, project executive or operations manager who is the best of the best – a difference maker and influencer who can chart a course for the organization using presence, integrity, and a positive example. This individual must be a strong communicator who can multi-task, manage multiple projects and work with people effectively. Pretenders need not apply.

The leader we seek will direct others, develop and manage client relationships, and ensure that client expectations, as well as contractual agreements and profitability goals, are met or exceeded at all times. These are no small tasks. Our client has been more successful than other contractors by tracking the details of its operational performance in a disciplined and proactive way. Because of the at-risk nature of the business, the company's project process embeds elements of detail that other contractors don't recognize as important. Furthermore, our client is committed to fixing problems as early in the planning and design stage as possible, often not a realistic option in a traditional Design-Bid-Build format, thus preventing costly errors in the field. The selected candidate will have an in-depth understanding of project management and project schedules, but at the same time be ready to learn a new level of commitment to detail and consequently performance.

This is a challenging role, and the Operations Manager must be committed to leading a team in a way that will positively impact the company's performance.

### Reporting Relationship:

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This position reports to a divisional General Manager of the company's main electrical systems division.

### Job Scope:

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- Responsible for the overall execution and management of complex, at-risk electrical construction projects.
- Direct a team of 8 to 12 project managers, engineers, and administrative staff.
- Responsible for maximizing profitability, building excellence in the execution team, and ensuring the long-term viability of the business.
- Ensure that details such as schedules, costs, and contracts are managed effectively.
- Recruit, develop, and mentor project management and other team staff.



- Visit project sites, maintain contact with site personnel and ensure the success of the group's projects and operational performance.
- Through outstanding performance, develop new project leads, communicate pricing and delivery expectations, and oversee the pursuit of new work.

**Experience / Education Required:**

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- Outstanding performance in a project management, project executive or operations management role working with complex electrical construction.
- BS Electrical Engineering strongly preferred.
- MBA, LEED, DBIA, or advanced degree is a plus.
- PE preferred and Master Electrician's license is a plus.
- Fifteen or more (15+) years of experience in electrical construction or design-build.
- Extensive knowledge of project scheduling, bids, take offs, change orders, and at-risk contracts.
- Detailed knowledge of and experience developing schedules.
- Experience working with Primavera (P3/P6), PM Software and Office Software required.
- In-depth understanding of unit tracking and productivity.
- Detailed knowledge of cost, pricing, and estimating.
- Demonstrated ability to develop relationships and win projects.
- Must be a U.S. citizen.

**Compensation:**

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- Highly competitive, but commensurate with experience
- Bonus eligible
- Exceptional benefits package

**Personal Characteristics:**

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| <ul style="list-style-type: none"> <li>• Leader</li> <li>• Team Builder</li> <li>• Focused</li> <li>• Driver</li> <li>• Results Oriented</li> </ul> | <ul style="list-style-type: none"> <li>• Leads by Example</li> <li>• Hands-on</li> <li>• Detail Oriented</li> <li>• Strong Mentor</li> <li>• Clear Thinker</li> </ul> |
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