

## **DISTRICT MANAGER (SEATTLE, WA)**

Contech Services Inc, is a member of the BM Group of companies which encompasses project management, material supply, land development, and construction. From a humble beginning, founded on the pillars of quality, integrity, and legacy, this family-owned and operated group has grown to become an industry-leading international company with recognized brands spanning multiple industries. BM Group's success stems from its relentless focus on building long-lasting client relationships, and always taking special care to ensure their clients receive the absolute best they have to offer.

For over 20 years, Contech Services has been delivering high quality work to its clients. Contech Specializes in structural degradation repair and strengthening and protecting infrastructure while utilizing innovative solutions for the most complex projects. Contech's group of experts works on almost any type of structure across several industries including: Office Buildings, Schools, Hospitals, Retail Centers, Stadiums, Warehouses, Parking Structures, Tilt-up Buildings, Wastewater Treatment Plants, Water Retaining Structures, Refineries, and Plant Mills. No matter the cause, Contech Services has uniquely positioned itself to leverage its experience and expertise to develop and implement cost-effective, long-term strengthening and repair solutions.

Reporting to the General Manager, the District Manager will provide leadership and oversight of the day-to-day operations of Contech's Seattle Branch, including staffing, marketing, business development, project procurement and execution. Additionally, the District Manager will nurture and build upon the relationships with clients and customers. In collaboration with the General Manager, this individual will be looked upon to create and promote strategic goals to meet business and operational objectives.

### **Key Responsibilities:**

- Oversee and support all day-to-day operations of the Seattle Branch
- Oversee and support all bidding opportunities and major construction projects
- Provide leadership for the daily workings of Contech's Seattle Branch
- Assist with Contech corporate management and provide recommendations to explore new business opportunities
- Through industry resources and connections, generate opportunities for new business
- Develop and maintain relationships with Federal Public Works, State Government, local municipalities, and general contractors, etc.
- Represent Contech Seattle at pre-bid meetings, when required
- Represent Contech Seattle at conferences, tradeshows, and community events
- Ensure Contech's membership in key organizations and associations
- Determine and monitor market share and implement management systems to monitor progress
- Monitor revenue and profitability of jobs on a weekly basis, and report to General Manager
- Oversee project management teams and all major construction projects
- Oversee estimating department to ensure all prospective jobs leads and bids are submitted on time and are diligently followed
- Lead regular project team meetings to determine progress and address any questions/challenges regarding current and upcoming projects

- Collaborate with Field Supervisors and Safety on resource utilization, training, and productivity to ensure project profitability and environmental protection at all work sites

**Skills & Qualifications:**

- 10+ years of Operational Leadership combined with people management responsibilities in a similar environment
- Degree or technical diploma from a recognized post-secondary institution in Business, Project Management, Engineering, and /or Construction Management with appropriate experience
- Background in Business Development, Technical Sales, Materials Supply with connections to the construction industry would be a strong asset
- Good understanding of construction project management procedures and best practices
- Be able to develop strategies to support the achievement of operational and financial goals
- Strong client orientation and confidence to establish immediate credibility
- Leadership and team building skills with excellent communication
- Charismatic, with the ability to inspire collaboration, trust, and accountability
- Ability to manage a broad and diverse set of relationships and networks at all levels of the organization
- Must demonstrate a high level of professionalism, responsibility, and commitment
- Valid Driver's License with a willingness to travel locally between sites as needed

This role will appeal to a results-oriented and inspirational individual that has a desire to lead organizational and team growth. If you are an experienced leader who demonstrates integrity and continually contributes to a positive environment, this could be the role for you!