# \*Insert Company Logo Here\*

# General Manager

**Location:** Local operations office

**Reports to:** Principal/Owner

**Direct Reports:**

Position Overview

The General Manager is the overall Team leader and has the responsibility for the overall success of the business. Strong, inspirational leadership skills will allow this position to develop and execute the business strategy by taking the company to the next level through improved planning, business processes and accountabilities.

Essential Duties and Responsibilities:

* Creates and implements annual business plan including sales targets, profitability goals and the development of expense budgets and asset management.
* Organizes and facilitates regular management meetings. Prepares Weekly, Monthly and Quarterly updates for the management team and general staff.
* Develops and implements business process flow that creates improved Client satisfaction, internal efficiencies and net profitability.
* Responsible for overall employee development including staff planning, recruiting, hiring and performance management and retention.
* Daily oversight of all business activities for the area.
* Direct, inspire and mentor Teams in Design and Engineering, Programming, Production and Service.
* Manages remote projects and subcontracted labor.

Skills and Abilities Required:

* Five years as a General Manager or management experience.
* Construction management experienced required with a focus on MEP preferred.
* Direct Profit & Loss experience with $15 million in annual revenue or more.
* Past experience leading a team of more than 50 employees.
* Experience in high-end, luxury residential construction.
* Knowledge of most functional areas within a construction company including sales, accounting, design and engineering, production and service.
* Experience managing skilled trades.
* Proven experience developing managers.
* Must have strong computer skills.
* College degree preferred.