



# Area Manager

## Responsibilities:

- Executes against financial and operational goals established in the operating plan. Assesses organizational effectiveness in meeting these goals through the development, measurement, and reporting of operational KPIs (key performance indicators)
- Responsible for managing a P&L with over \$20m in revenue
- Leads and develop 13 direct reports with a total team size of +200 employees
- Effectively manages and mentors assigned supervisors and locate technicians
- Develops and maintains effective working relationships with all employees, utility customer personnel, excavators, and the community.
- Works with the Commercial and Business Development teams to ensure that customer relations are at the most professional level and that the quality of service is world class
- Partners with Human Resources to maintain employee engagement and foster a positive company culture

## Qualifications:

- 5 years of relevant industry experience.
- 3 years of operational and supervisory experience
- Must have a valid driver's license and a safe driving record
- Bachelor's degree preferred
- Prior profit and loss experience

## Required Skills:

- **Business Acumen:** Knowledge of business concepts, tools, and processes that are needed for making sound decisions in the context of the company's business
- **Employee Health and Safety:** Knowledge of the procedures and programs in place in the organization to ensure employee safety
- **Operational Functions:** Knowledge of major functional processes and associated operating requirements
- **Service Excellence:** Knowledge of customer service concepts and techniques
- **Analytical Thinking:** Knowledge of techniques and tools that promote effective analysis; ability to determine the root cause of organizational problems and create alternative solutions that resolve these problems
- **Planning and Organizing:** Knowledge of the process of planning and arranging tasks and resources
- **Productivity Orientation:** Knowledge of the factors that influence productivity and ability to maintain focus on organizational factors that maximize operational performance
- **Producing Results:** Understanding of the criticality of getting things done in spite of current circumstances and the ability to utilize assigned resources to achieve or exceed planned outcomes