

THE OPPORTUNITY: STRUCTURES AREA MANAGER, KC, MO

Our vision is to be the premier vertically integrated construction and materials supplier in the United States. In order for us to support this vision we intend to accomplish this by leveraging our broad portfolio of expertise, safety performance, financial strength and more than a century of experience in construction and materials.

Our Kansas City business unit is a vertically integrated heavy constructor and materials supplier operating within the Kansas City Metropolitan area.

We are seeking a highly qualified Area Manager to lead our heavy/civil construction operating group. This operating group specializes in bridge construction and operates a full-service crane rental business with a fleet of over 60 cranes. The heavy/civil operating group constructs a broad range of projects, including some of the most challenging projects in the Midwestern United States. Typical contract values for the group range from under \$10,000 to over \$50 MM.

This position has hands-on leadership and management responsibility for all aspects of the heavy/civil operating group, including profit/loss. The Area Manager is responsible for development of the groups strategic approach to the market, identification and pursuit of projects and is responsible to ensure that projects are executed safely and profitably.

SUCCESSFUL CANDIDATE OVERVIEW

It is imperative that a results-oriented and well-balanced individual is selected for this opportunity. Therefore, the successful candidate must be a versatile and accomplished individual possessing extensive experience in the bridge construction industry.

He/she must possess a solid command of the “numbers” and be capable of translating the financial impact and benefit of business decisions. In addition the candidate must have performed a variety of cost estimating, project management and business analysis tasks.

This assignment affords a high level of visibility both within the Company, with customers and within the Region. It is essential that the successful candidate represents professionally and he/she must display competence and confidence in those interactions. Obviously, with the demands placed upon the successful candidate's time, high energy and strong work ethic will be imperative. Also, outstanding communication skills (oral and written) will be essential.

The successful candidate must have the following background, experience and personal attributes:

- 15+ years of progressive experience in heavy/civil and bridge construction. Previous experience in cost estimating, project engineering and project management is a must.
- Demonstrate extensive technical knowledge in the construction of bridges and civil structures, and demonstrate a through practical understanding of cranes and lifting equipment.
- Accomplished leader with the ability to apply strategic business tactics to obtain market growth as well as operational efficiency improvement.
- Aptitude to minimize bottom line costs while maximizing profitability across the business by executing quality management programs that support process improvements.
- Demonstrate a commitment to safe production and a through understanding of regulatory requirements applicable to the industry (OSHA, etc).

- The ability to balance priorities among various functions to achieve the optimal business results is imperative.
- Outstanding communication skills – both verbal and written. A “can do” attitude is necessary, as is the ability to “lead by example”.
- A BS degree in Civil Engineering or Construction Management. Graduate level degree, i.e., MBA or MS/MA is desirable.
- Registration as a Professional Engineer (PE) is desirable.
- Outstanding leadership and interpersonal skills that will enable this individual to successfully influence peers, superiors and subordinates. The successful candidate must possess the right balance of mental toughness and self-confidence to lead this team.
- Willingness to relocate to the Kansas City Metropolitan area.

Contact Information:

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