



## Project Executive (East)

Reports to: Dave Stanton – VP of Manufacturing

Travel: Work from office – approx. 50%, Travel to Customer & Job Sites – approx. 50%

### **Summary of Role**

This role will play a critical role in providing strategic leadership, driving operational excellence, and ensuring the successful execution of projects within Fabcon's East region (PA, NY, NJ, VA & New England).

### **Strategy/Execution/Operations**

- Complete ownership of project lifecycle post-sale. This includes oversight of PMs managing all internal and external customer-related milestones.
- When failures arise from the PM or other functions, this role will have ownership in correcting course. This will require engaging with senior-level leadership and actively pursuing resolution.
- Oversight overhauling functions and post-production logistics execution. This will include working with estimating, FP&A, yard operations and our procurement including our 3PLs.
- Responsible for the execution of regional customer contracts.
- Understand schedule status of all assigned projects and help establish/execute schedule recovery efforts when necessary.

### **Team Leadership**

- Responsible for the developing, mentoring and evaluating all respective team members.
- Set yearly development goals for their team members and work closely to track progress, provide support and guidance to achieving these goals.

### **Finance & Sales**

- Shared responsibility for divisional financial performance including sales scope development, engineering accuracy, estimating accuracy, plant schedules which optimize resources, contract risk mitigation, field and hauling performance, etc.
- Partner with sales leadership to satisfy customers' needs when there are escalated project issues.
- Manage and focus on client partnerships and retention, regularly communicate to ensure satisfaction.
- Build and strengthen effective partnerships with customers to help expand the business.

**In addition to having a track record that supports the above, top candidates possess the following:**

- Bachelor's degree in Engineering, Construction Management, or related field.
- In-depth knowledge of project management methodologies, tools, and industry best practices.
- 5+ years of experience in the construction industry, extensive project management experience.