

# Position Specification

## Commercial Mechanical Contractor Senior Project Manager

### ***The Company***

Our client is one of the largest mechanical contractors serving commercial, industrial and institutional customers. The company is privately held and specializes in industrial piping, plumbing, HVAC and related services.

As the company has changed and grown over the years, it has added critical talent. The company is continuing to add bench strength to supplement its professional leadership and has identified the need to add a strong Senior Project Manager to its organization. This operational leader will initially be focused on delivering on current business that has already been awarded, and additionally, helping the company grow and achieve its overall mission in the piping business and beyond.

### ***The Position***

#### ***Location***

Midwest United States

#### ***Position Overview***

The Senior Project Manager primary purpose is management of construction projects for safety compliance, quality control, on-time scheduling, and profitability while maintaining good customer relations for the purpose of repeat business and negotiated work.

#### ***Reporting Relationship***

The Senior Project Manager will report directly to the Vice President, Operations of the company. Reporting to the Senior Project Manager will be differing sizes of teams of pipefitters assigned to various projects total number of pipefitters is roughly 180. Additionally, this operational leader will interact across the organization including with other Senior Project Managers and Project Managers, as well as preconstruction, estimating, finance, industrial, etc. The Senior Project Manager will represent the company at events, associations and other business functions, including but not limited to, clients (general contractors, owners, management companies, etc.), partners, union representatives, industry associates, etc.

#### ***Responsibilities***

- Responsible for managing the company's contractual obligations relating to mechanical construction projects and maintaining effective communications with general contractors/owners, managing scope of work changes and schedule updates.
- Accountable for smooth transition from estimating department to project management department.



- Leads turn-over and general contractor kick-off meetings aimed at conducting detailed constructability reviews and identifying job-site productivity improvement opportunities.
- Works with Purchasing to ensure purchase prices are in line with estimates.
- Review project performance with project managers regularly, including labor productivity, problem resolution, job cost tracking, profitability and on-time billing and collection.
- In charge of preparing detailed take-offs, job estimates, and construction schedules as required.
- Strong focus on management and direct supervision of foremen, journeymen and apprentices as well as all field resources.
- Recommend qualified journeyman for foreman training.
- Responsible for project safety and quality control efforts.
- Assists in company/pipefitting business sales and marketing efforts.
- Hiring, training, developing, and leading field staff.
- Responsible for accurate cost projections and monthly work-in-progress meetings.
- Accountable for leading by example to ensure the company's clients, team and partners are treated with the same respect and quality that the company expects from others.
- Attend and be involved with overall company management meetings.

#### ***Travel***

- Minimal business travel will be required.

### ***The Candidate***

#### ***Education***

- Bachelor's degree in engineering, construction science, business or a related field is preferred but is not required.

#### ***Professional Qualifications***

- Requires strong leadership skills.
- Needs to be businesslike with excellent written and interpersonal communication skills.
- Significant knowledge and experience (10 years minimum) in the field of mechanical contracting, or related industry coupled with significant management experience.
- OSHA 30-hour certificate – desirable.
- Must be able to estimate, negotiate and obtain work in all mechanical markets.
- Fluent in BIM, prefabrication and weld procedures.
- Knowledge of the St. Louis and Missouri markets would be a plus.
- Very strong project management experience coupled with experience implementing and improving policies and procedures.
- Developed skills in managing a business' P&L.
- Must have vast experience in estimating mechanical piping projects.
- Track record of attracting, developing and retaining top talent in the mechanical contracting (or similar) industry.
- Experience working with union employees—ideally experience working with Plumbers & Pipefitters Local 562.

- Experience in helping to grow a highly profitable business.
- Accomplished in managing pipefitting projects of all sizes from very small to extremely large and complex.

***Personal Characteristics***

- Honesty and loyalty.
- Strong communication skills (both written and oral).
- Self-starter.
- Accountable and solutions oriented.
- A producer who is prepared and has great follow-through.
- Complex thinking capacity and skills.
- Strong team-orientation—more of a “we” focus than a “me” focus.
- Well-rounded individual who will represent the company effectively both inside and outside the organization.
- Someone who is interested in career, not just a job.
- Strong commitment to quality.
- Ability to create a team environment which encourages and attracts top professionals.
- Sense of humor—does not take self too seriously.
- Self-confidence coupled with strong judgment.

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**To learn more about this opportunity or provide a confidential referral, please contact:**

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