



Division Manager – Industrial Services Division

ABOUT US:

J. Davis Construction is a full service general contractor with an unlimited class license. We service the upstate of South Carolina, Northeast Georgia and Western North Carolina. We were voted one of the fastest growing companies in South Carolina in 2016 & 2017 by SC Biz. We were also voted one of the "Best Places to Work in South Carolina" in 2017. Our company is divided into three divisions: General Contracting, Industrial Service and Civil/Grading.

The Industrial Service Division is focused on being the premiere facilities and production maintenance contractor for manufacturers and industry across our service area. We have a vast project resume ranging from Process Piping, Equipment Rigging, Electrical, Structural Steel, Structural Concrete, Mechanical, Millwright, and Service Contracts

POSITION SCOPE:

J. Davis Construction is seeking a Division Manager for our Industrial Services Division to lead and grow our profitability in this division.

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Responsible for Strategic Plans for the division
- Builds/Maintains Marketing Strategy
- Assists the Marketing Department in the development of all marketing collateral
- Maintains customer data base
- Produce and maintain the initial Division Overhead Budget and monitors Monthly
- Manage existing customers' needs along with the Operations Manager to promote new projects
- Produces and negotiates customer contracts
- Responsible for Business Development for this division
- Manages Pre-Construction and Presentation to New Clients
- Introduces Operation and Project Manager to Client
- Negotiates best approach for each client's needs
- Reviews with Division Operations Manager Status of existing project Monthly and tracks Division Growth and Profitability
- Plans, procures, and Purchases with President Approval Capital and Equipment Purchases
- Is responsible for working with HR Department to recruit new talent to grow division
- Plans strategy for building craft labor resource pools
- Makes suggestions to improve safety culture

SKILLS & ABILITIES:

- 5 plus years in management role in industrial services environment
- Strong Experience in Process Piping, Equipment Rigging, Electrical, Structural Steel, Structural Concrete, Mechanical, Millwright, Service Contracts
- Strong relationship and recruiting skills
- Preferred Construction or Mechanical Related Degree

J. DAVIS EMPLOYEE EXPECTATIONS:

- Responsible for maintaining company mission and core values
- Ability to work independently or in teams
- Ability to work in a fast-paced environment
- Good interpersonal skills

EDUCATION AND WORK EXPERIENCE:

Preferred five (5) or more years' experience with knowledge of construction, design, and cost management as a Project Manager or similar position in an Industrial environment.

Bachelor's Degree in Construction Science & Management or a related field is preferred, but not required.

Interested applicants should can apply online, <http://jdavisinc.com/careers/employment-application-form/>, or in person at our Westminster Office, 12245 S. Hwy 11, Westminster, SC 29693. Also, interested candidates may submit resumes by email to Russell Johnson, Resource Manager, rjohnson@jdavisinc.com.