



CAREER OPPORTUNITY – REGIONAL MANAGER – SOUTHERN USA

ABOUT ROTERRA:

Roterra is a turn-key foundation solutions provider with focus on four main technologies: helical screw, bored cast-in-place, driven, and continuous flight auger piling along with excavation support (shoring). We offer engineering and fabrication solutions with a focus on providing end-to-end service. We service all markets and all project sizes pride ourselves on providing industry-leading customer experience.

WHY WORK FOR ROTERRA:

We offer a comprehensive compensation plan including a health and dental package, employee assistance plan, competitive salary, group RRSP and deferred profit sharing plans, as well as room for growth. Roterra has a young and dynamic team that is owner-operated and committed to being a leading provider of our core products and services across North America. If you are looking to join a professional team of high functioning and high performing individuals committed to accomplishing significant growth for both the company and the individuals, than Roterra is for you.

ROTERRA CORE VALUES

- We pursue excellence by constantly raising the bar
- We have passion and enthusiasm – for our roles, the company and our relationships.
- We are experts that continually grow
- We do the right thing
- We are team players

PURPOSE:

The Regional Manager, Southern USA will be responsible for providing overall leadership, strategy and direction to the Southern USA region resulting in the successful growth of sales, and profitability within the region. The Regional Manager is responsible for managing the day to day operations and provided overall support and leadership to the individuals that work within the region. A key aspect to the role of Regional Manager is the development of strategic business relationships to further establish Roterra as a solutions provider in the territory.

LOCATION: Houston, TX

WAGE: Based on Education and Experience

DUTIES:

Business Development and Sales

- Spearhead regional sales and business development initiatives that align to the company's strategic plan, corporate and regional revenue and growth targets.
- Overall Profit & Loss responsibility for the region, balancing revenue growth, costs and expenses to achieve operating profitability, measured against annual business plans, forecasts and general metrics in the industry.
- Identify new applications or markets for Roterra's suite of pile foundation solutions.
- Work closely with the Senior leadership to define the strategic sales, marketing, and growth objectives for the region and develop actions to achieve these objectives.

Operational Leadership

- Shape the work environment, culture and values of the Southern USA regional team to one with: demanding performance standards by leading by example, operational excellence and industry leading aptitude, and strong people concepts and core values
- Direct operational activities for the region. Oversee project execution through field service and equipment deployment to ensure timelines/milestones are met for all projects

- Encourage and facilitate communication between internal groups to facilitate collaboration in the development of the best solutions to exceed customer expectations
- Establish standardized business practices and implement continuous improvement initiatives to elevate the level of performance and profitability of the region.
- Support the recruitment, training and cross training of team members to support regional and corporate growth.
- Drive best practices with the goal of continuously reducing accidents, near misses, and lost time incidents

Corporate Support

- Provide quarterly regional operations update reports to the Executive team for inclusion in quarterly Board operations updates.
- Participate in quarterly and annual strategic planning meetings representing the Southern US Region.
- Represent Roterra in industry associations, including presenting at industry events where applicable to the region.
- Support the development and growth of new services, new foundation technologies and markets within the region

EDUCATION/EXPERIENCE REQUIREMENTS:

- Bachelor's degree in Civil Engineering or related field
- Registered as an PE in the state of Texas is considered an asset
- Experience in deep foundation engineering and testing
- Ten (10)+ years' of professional experience preferred, with a minimum of five (5) years of senior leadership experience in an operations role within a construction or production company.
- Minimum of two (2) years of Profit & Loss responsibility is an asset
- Experience in Deep Foundation Construction (helical piles, micropiles, driven piles, concrete caissons).
- Solid record of revenue and profit growth in the construction markets.
- Proven ability to develop/implement strategic growth and profit plans, based on evaluation of market conditions, competitive strengths and weaknesses.
- Senior Management experience in a Construction project environment – bidding, contract review, planning, mobilizing and overall leadership.
- Capability to evaluate, estimate, bid and secure complex construction opportunities and commercial projects.
- Intermediate Microsoft Office Skills (Word, Excel, PowerPoint, Microsoft Project).
- Knowledge of and experience working with CRM systems.
- Experience working in an ISO 9001:2015 certified organization is an asset
- Experience working within a high-growth organization.

CORE COMPETENCIES

- Relationship/Network Building
- Professionalism
- Analytical Thinking and Judgement
- Critical Thinking
- Conceptual Thinking
- Excellent interactive communication skills both verbal and written
- Planning and Organization
- Strong morals and ethics
- Commitment to privacy and confidentiality.

HOW TO APPLY:

If you are interested in this position, please send your resumes to: careers@roterra.com

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Roterra is turn-key foundation solutions provider with a focus on four main deep foundation technologies: helical, drilled shaft, driven, and augercast piling along with excavation support (shoring). We offer engineering and fabrication solutions with a focus on providing end-to-end service. We service all markets and all project sizes and strive to provide an industry-leading customer experience.