



## Chief Operating Officer, Construction

### Job Scope

As the Chief Operating Officer (COO) at Facility Solutions Group, you will play a crucial role in managing and overseeing the company's electrical construction division's operations. Your responsibilities will include providing strategic direction to the division, ensuring operational excellence, and driving growth and profitability. In this senior executive position, you will lead and guide the division's team members, ensuring they deliver successful projects and meet performance targets. Your success in this role will depend on your ability to provide effective leadership, build strong relationships with stakeholders, and drive innovation and excellence in all aspects of the division's operations.

### Responsibilities

- **Strategic leadership:** Develop and implement the division's strategic vision, goals, and objectives in alignment with the overall organizational strategy.
- **Operational management:** Oversee the day-to-day operations of the electrical construction division, ensuring efficient project execution, adherence to safety standards, compliance with regulations, and successful project completion within budget and schedule.
- **Financial performance:** Monitor the division's financial performance, budgets, and key performance indicators (KPIs) to ensure profitability and financial health. Identify opportunities for cost optimization, revenue growth, and margin improvement.
- **Project management:** Provide oversight and guidance to project managers, ensuring effective project planning, resource allocation, risk management, and project delivery excellence.
- **Business development:** Identify and pursue new business opportunities in the electrical construction sector, including client acquisition, bid opportunities, and strategic partnerships. Collaborate with the business development team to develop winning proposals and secure new projects.
- **Team leadership:** Lead and manage a team of project managers, engineers, supervisors, and field staff within the electrical construction division. Provide guidance, mentorship, and support to drive high performance, employee engagement, and professional development.
- **Client relationship management:** Foster strong relationships with key clients, understanding their needs, ensuring exceptional project execution, and identifying opportunities for repeat business, referrals, and long-term partnerships.
- **Operational efficiency:** Continuously assess and improve operational processes, workflows, and systems to enhance efficiency, productivity, and quality in electrical construction projects.
- **Safety and compliance:** Ensure compliance with safety regulations, industry standards, and relevant codes of practice in all electrical construction projects. Implement and enforce safety protocols and best practices to ensure a safe work environment.
- **Stakeholder management:** Engage and collaborate with internal stakeholders, including senior management, other divisions, and departments, to drive synergies, share best practices, and

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



achieve organizational goals.

**Industry awareness:** Stay updated with industry trends, emerging technologies, and advancements in electrical construction. Apply market insights to inform strategic decision-making, drive innovation, and maintain a competitive edge.

**Reporting and communication:** Provide regular reports, updates, and presentations to senior management, including project performance reviews, financial analysis, operational metrics, and strategic initiatives.

## Requirements

- A bachelor's degree in electrical engineering, construction management, or a related field is preferred.  
Proven experience in a senior leadership role within the electrical construction industry, such as COO, Vice President, or similar.  
Strong technical knowledge of electrical systems, construction methods, codes, and regulations.  
Extensive experience managing and executing electrical construction projects of varying sizes and complexity.  
Exceptional leadership and people management skills, with a track record of successfully leading and developing high-performing teams.  
Strategic mindset and business acumen, with the ability to understand market dynamics, identify opportunities, and make data-driven decisions.  
Financial acumen and experience in financial management, including budgeting, forecasting, and financial analysis in the construction industry.  
Strong project management skills, including project planning, scheduling, cost control, and risk management.  
Excellent communication and interpersonal skills, with the ability to effectively communicate with stakeholders at all levels of the organization and with clients.  
Safety-oriented mindset and knowledge of safety regulations and protocols within the electrical construction industry.  
Ability to adapt to change, manage ambiguity, and thrive in a fast-paced, dynamic environment.  
Strong ethical standards and integrity, committed to compliance and corporate governance.