



## Division Vice President

### Job Scope

The Division Vice President is a senior executive position responsible for overseeing the sales, operations, performance, and strategic direction of a specific division within an organization. This role involves providing leadership to divisional teams, driving business growth and profitability, and ensuring operational excellence.

### Responsibilities

- **Provide strategic leadership:** Develop and implement the division's strategic vision, goals, and objectives in alignment with the organization's overall strategy.
- Drive business growth:** Identify and pursue new business opportunities to drive the division's revenue growth and market expansion.
- Financial management:** Monitor financial performance, budgets, and key performance indicators (KPIs) to ensure the division's profitability and financial health.
- Operational excellence:** Oversee the day-to-day operations of the division, ensuring efficient and effective processes, adherence to quality standards, and compliance with relevant regulations.
- Team management:** Lead and manage a team of managers and employees within the division, providing guidance, mentorship, and support to drive high performance and employee engagement.
- Cross-functional collaboration:** Collaborate with other divisions, departments, and senior executives to ensure alignment and coordination of efforts, particularly in sales, marketing, finance, and human resources.
- Customer focus:** Foster strong relationships with key customers and clients, understand their needs, and ensure the division delivers products or services that meet or exceed their expectations.
- Performance analysis and improvement:** Analyze divisional performance data, market trends, and customer feedback to identify areas for improvement and implement strategies to enhance operational efficiency and customer satisfaction.
- Risk management:** Assess and mitigate risks within the division, ensuring compliance with regulatory requirements, industry standards, and internal policies.
- Stakeholder management:** Engage and collaborate with internal and external stakeholders, including senior management, board of directors, investors, and industry partners, to drive strategic initiatives and build positive relationships.
- Communication and reporting:** Communicate divisional performance, goals, and initiatives to senior management through regular reports, presentations, and meeting participation.

### Requirements

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.



- 5+ years of experience In Electrical Services/Lighting is strongly preferred.  
A bachelor's degree in business administration, management, or a related field is preferred.  
Experience in a leadership role, such as Vice President, Department Manager, Division Manager, or similar, with a proven track record of success in driving business growth and profitability.  
Strong commercial and business acumen, and strategic thinking, with the ability to understand market dynamics, identify opportunities, and make data-driven decisions.  
Excellent leadership and people management skills, with experience leading and developing high-performing teams.  
Exceptional communication and interpersonal skills, with the ability to effectively communicate with stakeholders at all levels of the organization.  
Financial acumen and experience in financial management, including budgeting, forecasting, and financial analysis.  
Demonstrated ability to drive operational excellence and continuous improvement.  
Strong problem-solving and decision-making skills, with the ability to navigate complex situations and resolve issues.  
Industry knowledge and understanding of the specific division's products, services, and market dynamics.  
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.