



# Innovative Company Seeks High-Performing Vice President

## Hiring Company: ClearBlue Technologies Group

### Job Brief:

We are currently seeking a Vice President to join our Team. If you match the description below, we want to meet you!

**You are...** An experienced Vice President with relevant industry experience.

**Who is...** An outgoing, positive, congenial, open-minded, dedicated, passionate, well-spoken, and solution-oriented self-starter.

**With a strong ability to...** Connect with others on a human level, close the deal, and cultivate strong long-term relationships.

**Who understands that...** the VP has the primary responsibility of delivering the right revenues and develop the pipeline of new business coming in to the company.

### What Success Looks Like in This Role

Directly accountable to the President, the VP must aim to maximize the organization's growth and profitability while leading and managing all company functions. This includes implementing potentially profitable short- and long-term programs and processes to optimize work flow. Review and approve plans to control budget spending, labor efficiency, material efficiency, new areas of technology and customer service efficiency. The VP will review performance against operating plans, analyze market conditions and approve changes in plan directions. The VP will collaborate with other company departments and segments of management to establish and execute responsibilities.

### Perks

**Virtual/remote environment:** You have the freedom to work from wherever you want. The only requirements we have are that you have access to internet, a cell phone, and a laptop.

**Competitive Compensation:** Pay will be discussed in depth at the interview. Compensation is industry competitive.

**RRSP Contribution Match:** RRSP is a personal savings plan that lets you save for your retirement on a tax-sheltered basis. Includes employer match of up to 3%.

**Fitness Membership:** At CBTG we believe and promote a healthy lifestyle, if you already have a gym membership we'll take over the monthly payment and if you would like to join, just let us know.

**Healthy upside:** Quarterly bonuses based on targets achieved.



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**Training:** We also provide the appropriate level of job training for the position and are here to help you and see you succeed!

### Responsibilities:

- Establish/monitor/manage annual capital expenditure for vehicles, tools and equipment
- Manage annual budgets and forecast reports, monthly budget updates and profit and loss forecasts as required
- Establish/manage weekly and quarterly Local Office Safety Meetings, per established procedures
- Supervise lower level managers, warehouse, field personnel
- Responsible for maintaining building facilities, fleet, equipment
- Assist business development and management teams with initiatives/projects as assigned
- Direct work to meet customer and company specifications
- Ensure that company policy is adhered to with respect to, but not limited to, safety, fleet, etc.
- Monitor the performance and achievements of the employees
- Responsible for all safety, schedule and quality issues
- Establish and manage all aspects of the Local Office operations to ensure annual profit targets are achieved
- Provide all sales-related functions to our local customers to ensure annual sales targets are achieved
- Establish/manage weekly operations meetings
- Evaluate and select local subcontractors in accordance with established procedures, the applicable Codes and Standards and customer needs
- Establish/direct operating procedures within the Local Office in accordance with established guidelines and procedures
- Employ management methods to ensure high morale and professional standards
- Perform hiring functions, annual performance appraisals and merit increase recommendations for Local Office Field and Salaried Associates
- Establish and maintain accurate records and maintenance of all vehicles, tools and equipment assets located in the Local Office
- Approve/monitor Field and Salaried Associates to payroll and per diem advances
- Approve/direct/monitor accounts payable, accounts receivable procedures and purchases within established guidelines
- Perform and record customer visits, entertainment and attend sales conventions as required
- Provide customer follow-up for: general inquiries, feedback on ongoing and completed projects as required
- Evaluate industry trends, potential customers, forecast sales and standard product requirements
- Determine which products and services will be subcontracted and when within guidelines set by the VP
- Review Engineering designs, drawings and project specifications to ensure compliance with customer requirements
- Complete local estimates and tender submittal packages; Implements the working terms of the project contract
- Initiates projects, including identifying and analyzing preliminary needs, budget considerations, time and resource estimates and defining the project scope and objectives



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- Identifies the roles, responsibilities and accountabilities of project team members in relation to resource requirements for specific project tasks
- Conducts periodic project reviews with Customer, Program Manager, Project Manager and other key stake holders
- Directs and supports the Installation Supervisor/Foreman in job priorities and job completion
- Evaluates project, results and closes the project by getting final customer sign-off
- Monitor/direct project overhead and operating costs to ensure profitability
- address organizational challenges

### Requirements:

- This role requires specific, demonstrated experience in the Telecommunications/Construction industry
- 5+ years of construction industry experience
- Strong construction experience
- Strong financial acumen
- Strong organizational and communication skills
- Strong computer skills in Microsoft Project, Office, Word, Excel, Outlook, PowerPoint
- Other duties as assigned

### IF this is you, Apply Now:

You are truly passionate about learning and growing in your role, and don't know how to settle or live in a 'status quo' world. You're ready to really take ownership over your segment of business, collaborate with our team, and wake up each day ready to tackle the world.

### Our Culture:

We are a fast-growing, energetic collaborative team of critical thinkers, self-starters and doers, with a high level of passion and pride in our work. We truly love working together and take pride in the fun, supportive, and enthusiastic culture we have built. We are a highly flexible and supportive team that communicates. We are also a collaborative group that continually works to improve our processes and business practices.

### Our Core Values:

- ✓ Accountability
- ✓ Collaboration
- ✓ Innovation
- ✓ Communication



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To apply, please send your application, with your name and favorite food in the subject line, to: [dmarshall@clearbluetechgroup.com](mailto:dmarshall@clearbluetechgroup.com)

To learn more about our company visit us here: <https://clearbluetechgroup.com>