

JOB DESCRIPTION

PROJECT EXECUTIVE INDUSTRIAL



Reports to: Director of Operations
FLSA Status: Exempt

Job Summary:

The Project Executive (PX) is ultimately accountable for the overall success of the industrial market sector related projects as well as the daily leadership of their project team(s). They are integral in business development efforts, both securing new clients to KCC and nurturing existing client base.

Job Scope and Essential Functions:

- Procure new sales leads and opportunities in the warehouse and manufacturing market
- Meet annual sales goals
- Cultivate existing client relationships
- Manage operations on projects in the industrial sector
- Attend and be active in industry related organizations
- Assist with owner contract negotiation to manage risk
- Represent KCC at all times in such a manner that enhances the reputation of the firm
- Manage overall financial goals and profit maximization strategy for each project assignment
- Accountable for P&L for projects in their market sector
- Exhibit personal behavior that demonstrates commitment to safety
- Actively participate in EOS L10 meetings and complete quarterly rocks

Role Competency:

- Account management: expand sales with existing clients, establish new business opportunities, focus on customer service, develop relationships with key decision makers
- People development: provide coaching and feedback through mentoring role
- Strategic thinking: keeps own work and team's work aligned with overall company goals, understands the market and its changes and challenges, understands the competition
- Leadership: anticipates and resolves conflicts, defines processes and goals, works toward consensus, actively listens, is authentic and positive

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- Perseverance: remain constant, align goals with Company strategy, positive attitude, high regard for oneself and others, overcomes obstacles with integrity, motivated to achieve

KCC Core Values:

- Reputation
- Teamwork
- Caring
- Do The Right Thing
- Whatever It Takes
- Fun

Qualifications:

- Bachelor's degree in engineering, architecture or construction management
- OSHA 10 Hour (or advanced)
- Professional designations desirable (LEED, ASHE, CPM)
- 15+ years' of construction experience as a Project Manager or currently in a PX or Director role

Technology Skills:

- Cosential (CRM)
- Microsoft Office Suite
- Microsoft Project
- Procore
- Bluebeam

Physical Demands: is capable of driving short and long distances to visit project sites, capable of walking project sites including demands of ladders, uneven terrain and challenging weather conditions, may travel to out of town project sites via automobile or airplane.

Working Conditions: 90% office environment and 10% field environment