



Regional Manager

JW Fowler is a heavy civil contractor specializing in specializing in open trench and trenchless installations of deep large diameter pipeline utilities and in construction of water/wastewater treatment facilities for communities on the west coast. From a small, family-owned, and managed company, we've grown to serve the infrastructure needs of communities throughout Oregon, Washington, and California. Our passion for construction motivates the team to continuously grow and improve.

We are looking for an experienced regional manager to oversee our business operations in an assigned region. The regional manager will be responsible for leading and managing daily operations to achieve business goals and maximize profitability. As a regional manager, your duties also include guiding management staff in your region, setting performance objectives, evaluating, and optimizing operational performance, ensuring regulatory and company standards are upheld.

Specific Responsibilities

This position will be responsible for successfully managing profitable projects for local and state governments and agencies in the region. The following responsibilities are intended to describe the general nature and level of work performed by employees assigned to this position. They are not intended to be an exhaustive list of responsibilities, duties or skills required. Duties and responsibilities may be added or changed as deemed appropriate by management at any time.

- Achieve business goals and revenue targets.
- Overseeing daily operations, managing budgets, and setting performance objectives.
- Recruiting, training, and supporting general managers as well as conducting regular performance appraisals.
- Developing and implementing business, marketing, and advertising plans.
- Managing internal and external stakeholder relations and negotiating contracts.
- Planning, evaluating, and optimizing operations to be efficient and cost-effective.
- Ensuring products and services comply with regulatory and quality standards.
- Ensuring company standards and procedures are followed.
- Preparing and presenting monthly, quarterly, and annual statements, analyses, and reports of operations and finances.
- Dealing with escalated customer issues, incident reports, and legal actions.
- **Safety is everyone responsibility!**

Qualifications

- 15 years minimum management experience preferred, 10 years industry experience.
- Experience with establishment, coordination, and leadership of a project team
- Excellent leadership and decision-making skills.
- Strong analytical and problem-solving skills.

J.W. Fowler is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to status as a protected veteran or a qualified individual with a disability, or other protected status, such as race, religion, color, national origin, sex, or age. In compliance with the American with Disabilities Act, the Company will provide reasonable accommodations to qualified individuals with disabilities and encourages both prospective and current employees to discuss potential accommodations with the employer.

