

# Vic/Tas Regional Manager

## for **Leading Asset Maintenance Company**

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### THE ORGANISATION

Our client is one of the region's most innovative industrial services companies. It generates solid revenue through 200 personnel across four states, delivering specialised services in surface preparation, industrial coatings, hazardous substance removal and passive fire protection. With accreditations for quality, environment and OH&S, and an 18-year track record with blue-chip clients, this group is recognised for the quality of its products and services.

Following a period of growth, the company requires an experienced and proven leader to consolidate the existing petrochemical business and, based on the firm's strong reputation, diversify into servicing a broader market, including utilities infrastructure. This role provides an outstanding opportunity for a manager and business developer experienced in a multi-site environment to showcase their talents.

### THE ROLE

The role has responsibility for all operational aspects across the South Eastern Australia region. The prime objective is to effectively manage the profitability and viability of the organisation within the strategies and plans as directed by the General Manager. Inclusive of some of the following points:

- Delivery of contracting, tender preparation, negotiation, mobilisation and management
- P&L accountability for the Vic/Tas business
- Leadership of around 50 people to instil a culture of operational excellence and quality of delivery
- Management of business development, operations and financial issues
- Build trust with all stakeholders through presence, maturity, judgement, personality and social skills

### KEY WORKING RELATIONSHIPS

Reporting directly to the General Manager, the successful candidate will lead a team of around 50. The position must also be capable of dealing with a cross section of people including clients, new business contacts and other key stakeholders.

### THE IDEAL CANDIDATE

The successful candidate will possess some or all of the following attributes:

- Proven track record of success within an active, low margin, multi-site, project-based environment
- Ability to provide leadership and support to staff – providing support and direction
- Sector knowledge in resources, power transmission and/or water infrastructure
- Exposure to surface coating industry well-regarded
- A reputation for service excellence, safety and health

## LOCATION

Gippsland / Melbourne-based

## APPLICATIONS

Please forward a current CV and covering letter to [office@oppeus.com](mailto:office@oppeus.com) quoting “**Manager – Industrial Services**”. For a confidential discussion, please call our office on (03) 9661 8000.