



GENERAL MANAGER

SouthWestern Energy (SWE) is a best in class choice for infrastructure construction to utilities, private developers, municipalities, telecommunications and industrial customers. SWE specialises in high voltage construction and maintenance and utility service construction. SWE also provides outdoor and traffic lighting services.

SWE's experienced operators are trained and licensed to safely operate our full fleet of heavy construction vehicles including excavators, pole and bucket trucks. We are COR Certified through the IHSA, meeting established national standards in health and safety, and maintaining the highest standards of workplace safety and customer service.

About the candidate and the role:

The General Manager candidate will be a highly motivated, energetic professional with strong leadership skills who can lead, motivate, and engage team members at all levels of the organisation. The candidate will have significant experience and a proven track record of successfully growing construction and energy businesses. They will have a strong business development background complemented with an established record of project delivery and profitable business growth. They're known and respected within SWE targeted business market with established contacts and a reputation for closing deals.

Attributes include having had previous P&L experience and must be comfortable dealing with senior professionals across multiple disciplines ranging from engineering, procurement, and construction, through to business development, finance, and administration.

The successful candidate must be able to think strategically, lead and motivate the team while building and nurturing new and existing business relationships. The successful candidate must be a strong leader with a significant action-oriented and aggressive approach to achieving key deliverables.

SKILLS AND QUALIFICATIONS:

- ✓ 8+ years' proven leadership experience in engineering or construction, including related business development and operations in the utilities; municipal; and developer sectors.
- ✓ Post-secondary education with a bachelor's degree in engineering, construction or business preferred. A Professional Engineering degree is an asset.
- ✓ Experience executing projects from an engineering or construction perspective, either with companies that own the projects or contractors that provide services to owners.
- ✓ Ability to demonstrate several strong current and relevant client relationships within the private developer, industrial and utility sectors.
- ✓ Outstanding negotiating skills and a proven closer.
- ✓ Strong interpersonal and communication skills demonstrated through the ability to appropriately adjust messaging for various levels of stakeholders.
- ✓ Strong financial analysis, quantitative and analytical skills.

- ✓ Strategic thinker and agile problem solver.
- ✓ Excellent organisational skills with the ability to meet tight deadlines.
- ✓ Understanding of engineering and construction contract models, drawings, and commercial terms.
- ✓ Experience managing in a unionised environment.
- ✓ Located in west GTA, or willing to relocate.

SWE offers:

- ✓ A total compensation package that includes:
 - Targeted performance incentive;
 - Comprehensive health, dental, and insured benefits through MEARIE;
 - Mandatory participation in OMERS pension program;
 - Substantial paid vacation and statutory holidays;
- ✓ Working in an environment with a strong commitment to safety;
- ✓ Training and development support and opportunities;
- ✓ Potential for a variety of projects of various sizes.

To become a member of our team, please forward your covering letter and resume via email to:

Aman Sodi, Director, Recruitment
Summit Search Group
aman.sodi@summitsearchgroup.com

When applying for the position, please quote “General Manager” in the subject line.

Check us out on our website www.swe.ca

SouthWestern Energy Inc. is an equal opportunity employer. Accommodation is available under the *Human Rights Code* and the *Accessibility for Ontarians with Disabilities Act*. Applicants need to make their required accommodations known in advance.

We thank all applicants for their interest however only those selected for an interview will be contacted.