

# Business Unit Director

**Reports To:** Vice President, Region – Located in Colorado

**Position Summary:** Responsible for managing and leading regional profit center, which includes Operations, Sales, After Market Services and Materials staff, in a large corporate and matrixed organizational environment

## Essential Duties & Responsibilities:

- Form and execute short and long-term strategy and business plans for business unit generating approximately \$75 M revenue and spanning 8 locations in the Rocky Mountain Region.
- Ensure focus of sales team is on meeting growth targets and operating team on delivering quality service and maintaining effective cost control
- Promote safety culture to achieve HSE goals
- Evaluate and drive performance based on understanding of internal business, industry, market, district, customer and competitor trends, opportunities and threats.
- Responsible for building and developing management capacity and leadership skills within direct reports to create high caliber and cohesive management team
- Ensure the operating procedures necessary for an efficient, effective operating organization are followed throughout district
- Challenges current processes and procedures to ensure continuous performance and organizational improvement
- Able to build and lead high caliber and cohesive management teams

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## Skills/Requirements

### Required Skills or Tools:

- Good General Knowledge of Natural Gas Compression Midstream processes a MUST
- Operational and Administrative experience
- Sales experience (Business Development)
- Proven leadership, management, and coaching experience
- Proven technical, commercial and communication skills
- Results-oriented team player, with drive and enthusiasm
- Demonstrable business operations and financial acumen, evidenced by breadth and depth of experience. Directed a field service gas compression/processing facility
- Ability to lead through influence, as opposed to direct control
- Willing to make timely decisions that are not popular and in face of ambiguity
- Understands risk and is able to evaluate and understand how to manage, mitigate and price it in order to make sound business decisions.

### Preferred Education/Experience:

- BS/BA degree in Business Administration or other related field
- 12 years services experience with Operations (P&L) responsibility, or equivalent

required

**Excellent Compensation/Benefit Package.**

**Please contact:**

Peggy Gordon

Account Manager

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**Celebrating 25 Years of Customer Commitment**

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