

General Manager Energy and Infrastructure

OPPORTUNITY

Ainira Industries is currently seeking applicants for General Manager Energy and Infrastructure for its growing energy, manufacturing, and infrastructure portfolio of projects across Australia and SE Asia.

JOB DESCRIPTION

Reporting to the Engineering Manager Infrastructure, GM Energy and Infrastructure is an integral member of the Executive Group and plays a key technical leadership role in the firm. The overall purpose of this role is to take the responsibility and accountability of leading an effective, well-organised, and profitable organisation through executing the strategy and growing the business year on year.

Through the products we design, manufacture, and launch, we are building long term relationships with our customers, delivering highly scalable solutions and services that make a real difference to all our stakeholders. You will model and exemplify core leadership capabilities by thinking commercially, operating collectively and driving execution by optimising and enabling talent. You will empower the team to rapidly develop, test and deploy products as required by the current programmes.

RESPONSIBILITIES

- Formulate and execute business plan that drives profitable growth and achieve company's goals
- Ensures an optimal organisation structure with the right capabilities in place, and company's product portfolio and plans meet the evolving needs of the marketplace
- Develop, define, and implement the strategic direction of the country, in alignment to global strategy specifically in the areas of product innovation, digital, channels, and customer experience
- Motivate and inspire team to achieve business objectives, ensure customer engagement through our people, products and services, and by building long-term relationships
- Direct the sales and marketing efforts to continually increase the company's market share and the market penetration.
- Critically and proactively review all performance measures of company (sales and financial) and takes required actions to achieve results
- Provide product engineering direction and thought leadership based on global best practice and trends, and ensure engineering product design and specifications are built to the highest standards
- Achieve financial sustainability through the development of new business opportunities, the acquisition of new funding sponsors, and the management of the continued support of founding sponsors
- Contribute to the delivery of high-value commercialisation services for innovative clients and in the execution of the centre's programming plan
- Manage the performance and inspire the morale of the organisation's Senior Management and Staff through effective goal-setting, targets and or key performance indicators as appropriate.
- Analyse and continually assess the performance of the organization against its stated objectives; enact remedies as appropriate

- Report on the projects and operations of the company to the Executive Leadership and Board of Directors as outlined in the Governance Policy or as requested by the CEO
- Prepare and arrange reports, budgets and forecasts and presenting them to governing bodies
- Meet regularly with direct reports to review performance, recommendations and reports, and identify any issues and set expectations of goals
- Represent the organisation at official occasions, in negotiations, at conventions, seminars, public hearings and forums, and liaising between areas of responsibility
- Maintaining awareness of the competitive market landscape, expansion opportunities, industry developments etc.
- Assessing risks to the company and ensuring they are monitored and managed/minimised

SKILLS and ABILITIES

- University Degree in Construction, Mechanical, Production/Process Engineering; MBA highly regarded
- 10+ years' experience in the management of the delivery of business advisory services to individuals and businesses building and construction, mining and infrastructure, energy and transportation
- 7+ years' experience in a Senior Executive role, preferably with P&L responsibility
- Strong leadership skills and the ability to recruit, retain and inspire a top team of building & construction, civil, and infrastructure personnel, and keeping in compliance with the regulatory concerns
- Comfortable driving multiple initiatives at a rapid pace, making thoughtful recommendations with available data
- Demonstrated high degree of initiative, creative problem solving, attention to detail, and calm under fire
- Capable of overseeing multiple cross-functional teams in all project activities for multiple concurrent projects necessary for the successful commercial launch of new products
- Strong project management skills a must – 5 years-plus of experience managing construction and/or engineering teams and successfully delivering projects on time, specifications, and to budget
- Outstanding communications skills also a must – succinct and to the point in one-on-one, team, and public speaking events for a variety of content (e.g. presentations, proposals, strategies etc.)
- Able to engage effectively with others on the senior management team in sales, product, manufacturing, finance, and legal, as well as to presenting effectively at Executive Management and Board level

COMPENSATION

This is a senior role within the business and the compensation package, which includes company stock, will be structured to reflect the experience and expertise of the successful candidate.

APPLY

Click "Apply" below or use form in the Contact section – quote the reference number HR-IFR-0018. Only the shortlisted candidates will be contacted. Thank you for your interest.

Recruitment agencies, please note that no agency candidates will be accepted.