

Division Manager - Fort Worth

Job Description

Are you at home managing a staff of Scientists and Engineers? Do you relish being responsible for millions of dollars of environmental projects? W&M is seeking a general manager for its Fort Worth operations. The successful candidate will have a college degree in an environmentally related field, over 10 years of environmental experience in consulting and/or industry (or both). They will also have had the experience of conducting performance reviews with staff that directly reported to them. Our Division Managers are involved in all aspects of the environmental consulting business including: preparing project budgets, project management, mentoring staff, strategic planning, sales and marketing.

Salary

\$80,000-\$100,000

Substantial Division Goal (what is success in 3 months/ 1 year?)

Within the first 3 months, the successful candidate will have gained an understanding of W&M capabilities, and have written several successful work orders (with back-up). They will have taken over the scheduling, training, and mentoring of DFW personnel. They will have participated in W&M internal sales calls, external sales and marketing meetings, and have attended at least 2 networking events in DFW.

Within the first year, the successful candidate will have fully transitioned into the Division Manager Role, and meet a utilization goal of 65%. They will have hired at least one full-time entry-level employee and they will have prepared a plan to achieve the North Texas Industrial Division sales goal.

Action

They need to be able to hit the ground running. They will need to hire junior staff hired and participate in sales and marketing meetings in order to increase local visibility and workload. The Division includes a group of experienced scientists and engineers and a diverse client base, all of which needs to be nurtured.

Results

\$165/hour with a quarterly billable goal for the Division.

About W&M

W&M Environmental Group, LLC (W&M) is a Texas based environmental consulting firm. We simplify and solve complex environmental problems for our clients, and have been doing it for over 20 years. As a 3 year honoree of the Zweig Hot Firm award in 2013-2016 and a recent 2016 Inc. 5000 honoree, we are excited about the future of W&M Environmental Group. - See more at: <http://www.wh-m.com>.