

*Join a growing, innovative market leader!*

## The Opportunity

The All-Fab Group (AFG) is launching a new business division located in Edmonton, Alberta. This new division known as the Specialized Products Division, will be responsible for the implementation of a new technology product line for: Specialized Framing Materials for Light Construction within the Canadian and USA markets. We are seeking an innovative leader to establish and grow this new business division.

## The Role

Reporting to the Chief Executive Officer, the General Manager (GM) will be responsible for the overall operations of the Division. The GM has four main areas of strategic focus: Business Development, Employee Relations, Customer Service, and Sales & Marketing. The GM is responsible for the development and implementation of an annual business plan (budget) that is aligned with the company Strategic plans.

## Key Responsibilities

- Develop and achieve annual business plans and budgets.
- Develop and implement cost and pricing models; Plan and execute effective Capital plans.
- Evaluate and develop marketing plans.
- Conduct effective Production Management & Inventory Control processes.
- Lead and implement Continuous Improvement programs in all business processes.
- Establish effective relationships with Customers, Suppliers and represent division/AFG within the community/industry.
- Demonstrate initiative by continually developing new areas of opportunity.
- Understand and adapt to Industry standards and trend; Explore and implement new products and technologies.
- Collaborate with company support groups and other Division GMs to achieve company objectives.
- Collaborate with Human Resources to hire, develop and retain employees.
- Develop and support a respectful work environment that embraces diversity and equality

## Qualifications

- University Degree in Commerce, Business or Engineering- or the equivalent in experience.
- 10+ years of progressive leadership experience; experience managing a business or division is ideal.
- Successful experience in management of a manufacturing business.
- Experience in Sales and Marketing to other businesses (B2B).
- Expert knowledge and a personal commitment to Continuous Improvement.
- Strong Management skills, including but not limited to; making difficult decisions, negotiations, project management, business acumen and directing others.
- Knowledge and understanding of the Provincial Workplace Health and Safety Act and Regulation.
- Knowledge of lumber and or building supplies considered a strong asset; experience in building, construction, lumber, petrochemical industries.
- Light Construction, Project Management, Product and Business Development experience would be an asset.
- A self-starter and driven to get this division established and growing.
- Professional level written/verbal communication skills; excellent computer skills including Word, excel and internet.

## The Organization

The All-Fab Group of Companies is a successful and fast-growing company, recognized as one of the leading construction industry suppliers and building component manufacturers within Western Canada. From concept to delivery, All-Fab develops integrated teams of skilled professionals trusted by our customers to complete high-performance structural solutions for residential, commercial, or agricultural building projects. The company has over 800 employees in 13 locations supporting 16 business divisions in Manitoba, Saskatchewan, Alberta, BC, and Minnesota. The Group operates in three industry sectors: Building Component Manufacturing, Building Materials Supply, and Building Construction Projects.

Working with contractors, regional dealers, residential and commercial builders, AFG is committed to providing the best possible solutions to its customers, allowing them to "Build with Confidence". AFG engages and develops exceptional people who support its reputation for consistently delivering excellent customer service in all that it does. The Company continually invests in people, processes, equipment, and technology to ensure continued success in the light construction industry.

**To apply, please send a resume & cover letter to [alora@harrisleadership.com](mailto:alora@harrisleadership.com) quoting project #25102.**