

General Manager

We are assisting our client, Yahara Materials, with the selection process for the executive-level position of General Manager. Headquartered in South Central Wisconsin, YM is one of the largest aggregate producers in the state – please see their website at www.yahara.com. The GM is very involved in sales, operations and customer relationship management, with approximately ten direct reports. The successful candidate must support the strategic and business initiatives of the company, and be passionate about supporting the communities in which they live and work.

Performance expectations for this position include:

- Works closely with the executive team to develop and implement strategic objectives.
- Responsible for directing and coordinating functions related to sales, marketing, operations, safety, environmental, maintenance, and product transportation logistics.
- Works closely with the manufacturing division to insure timely and profitable delivery of products.
- Analyzes activities, costs, operations, financial results, and forecast data to manage and monitor relevant department/division progress toward stated goals and objectives.
- Leads customer relationship management function and sales of company products.
- Travels regularly to meet with customers and monitor job site progress, mostly around south-west and south-central Wisconsin.
- Provides leadership, instills a team approach, maintains high morale, and creates a culture of transparency and strong relationships, both internally and externally.
- Addresses quality control issues to ensure that raw materials meet company standards and customer requirements.

Ideal candidates will have:

- Bachelor's Degree in Construction Management, Engineering, or related field is preferred – candidates with equivalent work experience will be considered
- At least 10 years of progressively responsible experience in the construction industry which includes estimating, project management, and successful people management
- Proven skills in representing his/her employer's interests with a high degree of professionalism and integrity
- Experience setting benchmarks, regularly measuring success against goals, and being accountable for outcomes
- Must be a strategic thinker and very self-motivated
- Proficient in Microsoft Office products

Yahara Materials offers an excellent compensation and benefits package with great growth potential. This is a unique opportunity for a leader who has a passion for the construction industry and cares about giving back to the community. If you share these same passions we would welcome the opportunity to connect with you! Please contact our recruiter, Deb Marshall, at Wipfli LLP via the following link:

<https://hrconsulting-wipflihr.icims.com/jobs/1773/general-manager/job>

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Minorities, Women, Veterans, Disabilities