

General Manager – Sand Mining Operations: Hallett Materials

Company Description:

Since 1981, Hallett Materials has proudly provided Houston and the surrounding areas with concrete sand, gravel and cement stabilized sand. Hallett Materials provides the highest quality materials that are available.

General Description of the Duty Assignment

Overall management of sand operations; including supervision of salaried supervisor(s) and hourly employees. Responsible for budgeting; mine planning; permitting; working as member of plant management team to achieve operational goals and objectives; managing contracts and contractors; site safety supervision, and community relations.

Essential Duties:

- Provide strategic leadership, direction, coaching and mentoring to the team while maintaining a positive work environment that promotes open communication;
- Understand the market dynamics and leveraging company assets and resources to maximize return on investment;
- Manage and direct operations consistent with company policies and practices;
- Formulate short and long-range business planning strategies that exceed the market and establish the company as a market leader;
- Build strong working relationships with peers based on trust and demonstrated support for the company's culture;
- Build effective, mutually beneficial relationships with key decisions makers for large sales accounts as well as collaborative relationships with other firms (engineers, specifiers, subcontractors, etc.) that lead to new business opportunities;
- Maintain industry leadership, company image and high professional standards of doing business. Represent the company to customers through trade and industry associations. Participate in meetings with federal, state, and local governments relating to issues which impact the industry;
- Other duties as assigned.

Technical and Educational Qualifications

- Bachelor's Degree in a related field;
- Five or more (5+) years of industry related experience.

Knowledge, Skills, and Abilities:

- Strong negotiation, organizational and planning,
- Ability to effectively network with key decision makers, at all levels within an organization, and develop strategic teaming approaches. Able to gather and distribute market intelligence gained from ongoing contact with contractors, specifiers and owner.
- Ability and willingness to make appropriate and timely decisions and exhibit sound and accurate judgment.
- Understanding of plant operations, including aggregate plants
- OSHA and MSHA site safety experience
- Proficient in Heavy Highway Construction standards and procedures
- Knowledge of financial practices and economics of the construction business.
- Ability to quickly generate trust and develop relationships due to interpersonal skills, willingness to learn, business knowledge and work ethic.
- Proficient in Microsoft Office suite.

Open Ended Questions:

- Please list any and all trade associations (current or past) that you are a member or participate in.
- Please indicate salary expectations.

Benefits Offered:

- Health Insurance – Two (2) options with Wellmark, Blue Cross Blue Shield;
- Group Life Insurance – Lincoln Financial Group;
- 401(k) Retirement Plan – Wells Fargo Financial;
- Additional voluntary products are available that include, but are not limited to Dental Insurance with Delta Dental and Vision Insurance with Vision Service Plan (VSP).

Application:

<https://jobs.ourcareerpages.com/jobapplication/333566?appsource=ccp>

For more information please contact:

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