



**Position: Branch Manager**

**Date: 09/01/2011**

**Location: Monroe, MI**

**Posting #: 12 - 069**

**Job Description:**

- Provide leadership that is consistent with established Mission Statement and core Values. Barnhart has chosen Servant Leadership as the appropriate model to reflect the culture of the “ One Team “
- Provide actionable analysis of financial reports (P&L, Balance Sheets, etc) in order to manage branch operations and determine efficient improvements. The key metric for measuring financial performance is return on Capital
- Oversees all aspects of the branch. This includes Dispatch, Maintenance, Sales, Operations, Facilities and Project Management. Many of these roles will be developed with your leadership
- Dispatch – This would include oversight, evaluation, and improvement of the dispatch function of the branch. Dispatch is responsible for personnel assignments, equipment assignments, and coordination with maintenance on available units
- Maintenance – Again, oversight, evaluation, and improvement of the maintenance department is the responsibility of the branch manager. Coordination of those efforts with dispatch is a critical process
- Sales – Sales includes oversight, evaluation and improvement of the bid, bid review, strategy, and customer maintenance processes in all areas of the branch ( Day Market and Projects )
- Project Management - Provide oversight, evaluation, and improvement of the efficiency of the project management team. The team is to adhere to the management principles as established by the Senior Leadership Team
- Operations – All daily functions of the branch are ultimately the responsibility of the branch manager. These operations include, but not limited to, managing and coordinating the needs of Barnhart people and equipment to best serve our customer base.
- Facilities – All facilities decisions are the branch manager's responsibility
- Standards – Provide knowledgeable leadership in critical areas of corporate functions. This includes but limited to DOT requirements, OSHA regulations, ANSI standards, Barnhart SOP's, Qual Card Program, and the Barnhart Safety Program
- Growth – Through collaboration with the Regional Director, provide vision, strategy, and overall performance. In addition, training our people for future growth and strong performance is a function of the branch manager
- Presentation – The branch manager must be able to present the company within the industry and provide leadership in making our industry better
- People – The job of the branch manager is largely about people. We have to recruit, train, and replicate the best people for the industry. They will need coaching, counseling, correction, and consoling. This portion of the position cannot be overstated
- Full-time position, benefits package with 401k

**Qualifications:**

- Business Management experience
- Construction or industrial management experience
- Working knowledge of P&L performance
- Working knowledge of business development best practices
- Basic construction contract knowledge
- Professional communication and writing skills
- Mechanical aptitude
- A minimum of ten years experience in related work
- Knowledge of heavy lift equipment is a plus
- Experience in a supervisory role in a related construction field
- Demonstrated planning and leadership skills



- Ability to maintain written documentation of daily activities
- Pass drug screen, fit for duty exam and a clean background
- Must possess a valid driver's license
- Full time salaried position, excellent benefits package

Contact [hr@barnhartcrane.com](mailto:hr@barnhartcrane.com) with any questions or submit your resume via email.

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