

# Project Manager – *Florida*

**DRIVE. EXECUTE. DELIVER.**



*Are you a dynamic individual with a passion for managing projects to successful completion?*

The Plibrico Company is searching for a seasoned Project Manager who thrives on building relationships and delivering exceptional results. In this role, you'll be the go-to person for identifying and executing refractory construction projects in your assigned territory. With your keen eye for detail and proactive approach, you'll ensure projects are completed on time, within budget, and with the utmost quality. If you're someone who loves making a tangible impact and enjoys a dynamic, customer-centric environment, we'd love to have you on our team!

## **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- New Business Development – develop sales by prospecting new accounts, proactive servicing current customers and active management of quote pipeline to meet or exceed project revenue and profitability targets.
- With the support of the Branch Manager, develop accurate and professional proposals based on understanding of the customers' needs including a scope of work, material and supplier selections, and project costs and timing.
- Upon project award, oversee the execution of the project ensuring the safe and successful execution in accordance with the scope of work, including cost manage, on time delivery, and quality of service and other customer requirements.
- Track project productivities and perform cost analysis during and post project to allow for prompt accurate invoicing, project accounting, and lessons learned on future projects.
- Held accountable to promote, understand and adhere to Plibrico and client specific safety standards and programs.
- Effectively communicates project requirements to required stakeholders, and maintain accurate records of job status, change requests, material flow and other control records necessary for timely invoicing and job completion.
- Learn and become familiar with Plibrico's product line to be more proficient at product/ project recommendations.
- Ensure Plibrico's quality standards are met on every project.
- Is a steward of Plibrico's Purpose, Mission, Vision, and Core Values.
- Adheres to environmental and safety regulations and acts in accordance with United States' laws.
- Adheres to corporate policy on business ethics.

This list of duties and responsibilities is not all inclusive and may be expanded to include other duties and responsibilities as management may deem necessary from time to time.

In this position you need to be able to successfully perform the essential duties and responsibilities listed above. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of this position.

**QUALIFICATIONS:**

- Associate degree in Engineering or related field or equivalent experience.
- Minimum of three years of previous, relevant engineering, field service or project management experience preferred. Experience industrial Construction with a strong preference for Refractory
- Industry-specific certifications and/or licenses required; must have valid driver's license with a clean driving record.
- Proficient computer skills (MS Excel, MS Word, or similar products).

**PREFERRED QUALIFICATIONS:**

- Bachelor's Degree in construction management
- 3-5 years project supervisory experience

**LOCATION:** Florida

**TRAVEL:** 80%

**WORK ENVIRONMENT:** The position is an office-based position with regular visits to work sites in the field. The colleague performs work-related travel The work environment characteristics described here are representative of those an individual encounters while performing the essential functions of this position.

**PHYSICAL DEMANDS:** While performing the duties of this job, the colleague is frequently required to sit, stand, walk, talk or hear; uses hands to finger, handle, or touch objects or controls. On occasion, the colleague may be required to climb and work in high places, stoop, bend or reach above the shoulders. Position may also require work in confined spaces and exposure to different types of outdoor weather conditions. Risk of electrical shock and/or general hazards found in a construction environment are present. The colleague must occasionally lift, push, or pull up to 25 pounds and occasionally lift, push or pull up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus. The physical requirements described here are representative of those that must be met by an individual to successfully perform the essential functions of this position.

## MEET THE PLIBRICO COMPANY | OUR CULTURE

For more than a century, Plibrico has pioneered the research and development of monolithic refractory technology. Seeded in the art and science of ceramic engineering, we provide the knowledge and expertise in aluminosilicate and high-alumina refractories that is essential for the most demanding thermal conditions. Through our expertise in refractory materials, services, and engineering, Plibrico is a single source for safe, reliable turnkey refractory solutions.

Every day we design highly durable refractory solutions for companies that safely improve productivity, temperature control, and service longevity, which enables them to create quality products more efficiently for their valued customers.

We are the trusted partner of many industrial companies operating critical thermal processing environments. We help them keep their thermal operations up and running.

### *Our Biggest Strength Is Our People*

Backed by years of refractory solution experience, it's the people at the Plibrico Company that are the key to our industry leadership. Our employees have on-the-job passion and truly love what they do.

Each individual employee has a voice, and all teams are united around a common goal –delivering refractory solutions that enable companies operating critical heat environments to create quality products for their valued consumers efficiently, safely and economically. It is who we are and how we work together.

Our knowledgeable experts with genuine experience and steadfast commitment to quality products, safety, fast delivery and prompt technical assistance that is the key to customers' as well as our own success.

The Plibrico Company has built a business over more than a century, based on trust, knowledge and experience, qualities that create close lasting relationships to deliver superior heat control solutions.

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Plibrico Company, LLC provides equal employment opportunity to all applicants for employment, without regards to race, color, religion, creed, gender, national origin, age, marital, veteran status, sexual orientation, or the presence of handicaps or disabilities. In addition, this policy of equal opportunity applies to all terms and conditions of employment including, but is not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.