

Job Description

Title: Senior Director, Industrialized Construction

Location: Remote

Reports to: Vice President, Industrialized Construction

Purpose:

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Senior Director, Industrialized Construction**. The Senior Director, Industrialized Construction is responsible for the development of high volume regional and national clients for the StoPanel ecosystem. The development of these clients, along with ensuring the successful delivery of their projects through the StoPanel Affiliate network, will play a key role in supporting StoPanel's market share growth in both the prefabricated and larger total facades markets. In addition to this primary responsibility, other responsibilities will include: a) collaboration with the StoDigital team to support development, as well as adoption, of end-to-end digital tools for the StoPanel product, b) growing adoption, demand, and network capacity in targeted regions of the US, and C) leveraging best practices and lessons to establish the North American StoPanel network as a center of excellence for industrialized construction. Excellent communication and presentation skills are required.

Essential Duties & Responsibilities (includes, but not limited to):

- Pursue high volume clients for the purpose of securing panel supply agreements for regional or national, multiple project pipelines in collaboration with the Director, StoPanel.
- Collaborate with owners, architects, General Contractors, and the StoPanel ecosystem on construction projects throughout the many phases of project development and execution.
- Work with clients, collaborative business partners, and personnel within the StoPanel ecosystem in the development of client supply agreements, project pipeline, and situational activity as required to provide our clients with high quality, appropriate solutions at competitive costs.
- Lead the efforts to produce estimates (conceptual, schematic, design development, guaranteed maximum price (GMP), and lump sum) for client project development.
- Collaborate with the Digital Onboarding Manager to implement the StoDigital software platform across the StoPanel Affiliate network.
- Manage workloads and schedules of self, subordinates, and peers to meet deadlines.
- Manages the workload and development of the sales / software / preconstruction / estimating staff.

- Assemble General Conditions in collaboration with StoPanel Affiliate’s operations team.
- Prepare and analyze cost models during the preconstruction phase and/or bidding period.
- Develop and maintain a StoPanel cost history database to be used in developing budgets and estimates throughout the preconstruction phase.
- Remain up to date on trends in the industry with respect to estimating methods and technology, methods of construction and materials, construction costs, wages and related costs, productivity rates, and working rules.
- In collaboration with StoPanel ecosystem project and operations teams, look for opportunities to lead process improvements using Lean, virtual design and construction (VDC), integrated project delivery (IPD), and other progressive practices.
- Foster and enhance client relationships.
- Serve as a member of the StoPanel Executive Council.
- Participate in meetings with clients, StoPanel ecosystem personnel, subcontractors and others in pursuit and execution of StoPanel projects.
- Work with professionalism at all times including with: Supervisor, direct reports, peers in the company, others in the company, and all external contacts including members of the StoPanel ecosystem.
- Perform other duties as assigned.

Knowledge/Skills/Abilities:

- Bachelor’s degree is required. MBA is a plus. Educational background of top candidates could be from a variety of fields including: Preconstruction, Construction Management, Architecture, Engineering (Construction, Civil, Electrical, Mechanical, or Architectural), Urban Planning, Campus Master Planning, Facilities Master Planning, and other related fields.
- Ten or more years of experience in management-level positions will be expected of top candidates. A combination of education and experience will be considered.
- Skill set to include cost estimating and estimate analysis (conceptual, schematic, design, and construction), RFP/Q preparation and analysis, scheduling, knowledge of various construction methods and installation procedures, purchasing, contract negotiations, presentations, and management of personnel.
- Strong leadership skills and ability to thrive in results-oriented environment
- An affinity for current digital technologies is essential including proficiency in the MS 365 ecosystem and estimating software platforms.
- Experience in GMP and CMAR contracting models is a plus.
- Ability to define problems, gather data, establish facts, and draw valid conclusions.
- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgment, and diplomacy when interacting and/or negotiating with all levels of internal and external customers.



- Strong organizational skills - attention to detail and Self-Motivator - willing to take the initiative.
- Creative innovator with entrepreneurial spirit.
- Ability to travel independently, as needed (40% or more), and manage travel schedule (including international travel).
- Active, lifelong learner mentality.

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: DRIC