



Divisional Director – Commercial and Business Development (Swindon)

Reporting directly to the Group Director, the main purpose of the role is to plan, lead, organise and control the profitable operation of Hills' Quarry Products division.

The successful candidate will expand and develop the commercial business into new geographical and/or service areas, giving increased growth and profitability, whilst effectively managing in line with agreed budget targets. They will ensure compliance with the Company's Health and Safety Policy and the Health and Safety at Work Act.

Responsibilities:

- To evaluate and where appropriate, recommend changes in strategy, policy, or procedures, with a view to increasing profitability and efficiency
- To recommend and implement sales strategy
- Update the Group Director on new developments in the sector and make recommendations for beneficial change
- To manage and motivate all staff, under their control, effectively and efficiently.

The role requires candidates to have experience of developing strategic direction and delivering results within agreed timeframes and budgets. Demonstrable experience in a senior level role, with operational leadership and direct P&L accountability will be required. Experience within the Quarry sector is essential.

Applicants will need to be excellent communicators, with proven relationship building skills. They will be driven, organised and have exemplary attention to detail. Exceptional stakeholder management and the ability to develop strong working partnerships, both internally and externally, will be key.

Please email your CV to join@hills-group.co.uk quoting the relevant vacancy reference HGL1383.

The Hills group is committed to monitoring and maintaining equal opportunities and welcomes applications from all sections of the community.

www.hills-group.co.uk