

Australia Jobs Expertini®

Director - Sydney Area 3

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Company: BGIS

Location: Australia

Category: other-general

Area 3 is a leader in providing strategic advisory, development consulting, project management and project delivery services to a range of national and international clients across the public and private sectors. With a focus on innovation, quality, and customer satisfaction, we are committed to driving success in every aspect of our business. As we continue to expand our operations, we are seeking a highly skilled and experienced Director to join our leadership team.

Position Overview : We are looking for a strategic and results-driven Director to oversee all aspects of our company's operations, sales, and finance functions. Reporting directly to the Managing Director of BGIS Advisory Services, the successful candidate will be responsible for developing and executing strategic initiatives to drive growth, profitability, and operational excellence.

Key Responsibilities:

Leadership & Team Management:

Lead and inspire a high-performing team of project management professionals.

Foster a collaborative and innovative team culture.

Provide guidance, mentorship, and professional development opportunities for team members.

Financial Management:

Develop and implement financial strategies to ensure sustainable growth.

Monitor and manage budgets, financial forecasts, and resource allocation.

Identify opportunities for cost optimization and revenue enhancement.

Sales & Business Development:

Develop and execute effective sales strategies to drive business growth.

Build and maintain strong relationships with existing clients.

Identify and pursue new business opportunities to expand our client base.

Communication Skills:

Communicate effectively with clients, stakeholders, and internal teams.

Ensure clear and transparent communication channels are maintained.

Resolve issues promptly and professionally to maintain client satisfaction.

Strategic Planning:

Work closely with the Managing Director to contribute to the development and execution of the company's overall strategy.

Identify market trends, competitor activities, and potential business risks.

Proactively seek opportunities for business expansion and improvement.

Qualifications and experience:

Bachelor's degree in project management, Business, Economics or related field.

Professional certifications ie Project Management Professional (PMP) is desired.

Professional subscriptions to support years of experience.

Demonstrated ability to understand business finances.

Strong leadership ability skills, great communication skills and high motivation.

Ability to manage high-stress situations.

Sound knowledge of Word, Excel, Outlook, Adobe, Aconex.

Detail-oriented and works with a high degree of accuracy.

Excellent written and verbal communication skills and work effectively and lead a team efficiently.

Ability to multi-task, manage various project elements simultaneously and work under strict deadlines.

Big picture thinking and vision.

A strong background in operations.

15+years' of experience in all areas of Project Management and in managing a team.

Why Join Us / Benefits:

Opportunity to work in a dynamic and supportive team environment.

Competitive salary and comprehensive benefits package.

Professional development and growth opportunities.

Work-life balance with flexible working hours.

Employee Recognition Program

Excellent Company Benefits

Paid Parental and Volunteer Leave

Donation Matching and much more!

Collaborative work environment: Join a supportive team that values innovation, collaboration, and continuous improvement.

BGIS has over 8500+ employees globally, we are a leader in the provision of facility management, project delivery, energy and sustainability, asset management, workplace advisory, real estate, and technical services. We are focused on delivering innovative service solutions for our clients.

Our organisation manages more than 30,000 facilities, including corporate offices, universities,

schools, hospitals and stadiums, and we are regarded as a world leader in the management of data centres and other critical environments. Our clients come from a diverse range of sectors, such as Defence, Healthcare, Government, Higher Education and Utilities. Please submit your resume for the Director – Sydney, Area 3 position. We will review applications on a rolling basis until the position is filled. Only shortlisted candidates will be contacted for interviews.

BGIS, we value diversity and are committed to creating an inclusive and safe work environment for all employees, we have passion for sustainability and drive for innovation. Further information is available at .

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