

United States Jobs Expertini®

Southeast Regional President

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Company: Vertex Service Partners

Location: Atlanta

Category: other-general

Vertex Service Partners (an Alpine Investors company)

Southeast Regional President

Atlanta, GA (flexible)

Vertex Service Partners is a company focused on acquiring and growing residential home improvement services companies in the United States, with a focus on roofing & other exterior services. Vertex is backed by Alpine Investors, a top-decile private equity fund with a long history of successful investments in similar industries. Vertex will be an investment out of Alpine's 9th fund, which will have ~\$4.0 billion of committed capital.

The Southeast Regional President will oversee all aspects of the region's day-to-day operations, which consists of 5 (and growing) branches throughout multiple states which generate approximately \$150mm in annual revenue; the person is the 'sunrise and sunset' for the entire regional business unit and accountable for the consolidated P&L of the region.

The individual will drive growth, performance metrics, create an amazing workplace culture and develop all staff and management, constantly striving to be a world-class operator and helping others to do the same. In addition to full P&L ownership, the Southeast Regional Manager is responsible for organizing regionally allocated SG&A resources (marketing, sales training, finance, integration, talent acquisition, etc.) to drive profitable organic and inorganic growth.

Responsibilities:

Oversee P&L for multiple branches/brands

Oversee operations within multiple states

M&A Integration

Branch and area leader talent acquisition, training, and onboarding

Driving 20%+ organic growth through hiring, training, motivating, and retaining A+ salespeople

Build a culture of engaged individuals with total eNPS of 50+

Build a market leading brand through a maniacal focus on customer experience, reviews, and community engagement, achieving 4.8+/5 avg rating on Google and customer NPS of 90+

Ensure financial reporting, software systems, and data is in line with Vertex expectations

Manage to 45%+ Gross Margins

Regularly communicate and collaborate with the following, but not limited to: Vertex executive leadership team, management teams at partner brands

Basic Qualifications:

5+ years of P&L or 50+ employee organization management

5+ years of Transformation/Change Management leadership experience and/or project leadership

10+ years of professional experience

Preferred Qualifications:

Prior home service industry or military experience

Sales & Marketing Management

What you bring:

Key attributes

Unmatched will to win, and desire to win as a team

Ownership mentality

Growth mindset

Able to identify opportunities, motivate employees, and create a culture of growth

Data-driven decision making

Makes decisions based on the KPIs to achieve optimal outcomes

Management experience with servant leader mindset

History of building great teams of A-players with high retention

Enjoys building a team-first mentality

Bias for action

History of operating at high pace of play and running through walls to get results

Deep respect for blue collar workers

What You'll Get:

Opportunity to be P&L owner with compelling growth opportunities.

Competitive salary, equity, & benefits

Realistic, clearly communicated expectations

Team-wide aligned values and goals

This job description is intended to provide a general overview and expectations for this job opportunity. It is not a complete statement of duties, responsibilities, requirements or benefits

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