

Technology Division

Technology Division Manager (TDM)

McKeon Group Technology, a provider of commercial Audio Visual & Telecommunications solutions throughout Ireland and beyond are now hiring. We offer end-to-end solutions including Audio, Video, Digital Signage, Control Systems, Video and Audio Conferencing, Telecommunication Systems and much more. We are unique in our ability to provide an integrated approach to our clients' needs, ensuring that client brand and communication goals are met in a powerful combination of relevant solutions.

We are looking for an ambitious, self-motivated, hard-working Business Manager with a proven track record to become part of the Mckeon Group team.

This will be a rewarding and challenging career opportunity for the right Individual with a competitive salary based on experience and qualifications.

Technology Division Manager (TDM) Role

"The TDM is a great manager and a great team builder. He or she will be an excellent recruiter, a great communicator, and a great issue resolver. The TDM's job is to make everyone in the Technology Division successful and he or she needs to fix the issues that are getting in the way of success."

"The goal is that both the CTO and the Technology Division Manager will work together to deliver a project"

The role is multifaceted and will include:

- Overall responsibility for all the commercial aspects of the division. The TDM will sit on the Senior Management Team, report to the Board of Directors and implement the Vision of the Chief Technology Officer (CTO) and Managing Director.
- Top Level of escalation for all client related issues within the Technology Division.

- Personnel management: Direct supervisor of contributing Technology Division Managers and Operations/Sales/Service staff.
- Working alongside the Technology Operations Manager to ensure Program management and engineering execution –responsible for ensuring that the finished project vision is realised through excellence in execution.
- Strategy development: The TDM will serve as part of the Senior Management Team, working in an interdisciplinary manner with peers in other departments as well as the Managing Director & CTO to develop company strategy and product strategy.
- Working closely with the Group Financial Manager & The Technology Operations Manager, the Technology Division Manager will be responsible for managing the annual budget for the Technology Division as well as managing and regularly reviewing Job Costing, identifying savings & efficiencies.

Roles & Responsibilities:

1. Provide management functions in the Technology Division including, but not limited to; monthly reporting, sales tracking and performance management
2. Team management including: Good leadership; Motivation; Mentoring & Coaching.
3. Stakeholder management including: Communication; setting and managing expectations, resolving issues and conflicts
4. Direct Manager & Supervision of Technology Managers including Operations/Sales/Service
5. Negotiating and authorising Contracts.
6. Recruitment
7. Job Costing / Profitability Management – Regular Weekly Review of all jobs. Particular attention to Variations and root cause analysis / remedies.
8. Monitor and report on project performance
9. Ensure all H & S, Quality and Environmental systems are adhered to
10. Manage stock – ensure Levels not exceeding requirements
11. Gate Keeping Documents / Proposals / Tenders before they are published and submitted

12. Interacting and communicating with all levels up to senior management and Director level.
13. Work closely with Directors to explain the benefits and justify the investment in the solutions McKeon Group provide.
14. Write and recommend business plans and solutions to achieve strategic goals.
15. Provide recommendations to improve system functionality and processes within the Division
16. Implement organisational change & process improvements.
17. Version & Change Control for all Technology Division documentation.

Short Term Tasks & Goals:

1. Build a "Service & Maintenance" service for Technology Division in conjunction with Operations Manager
 - a. Hire New Service Manager
 - b. Establish Process & Procedures
2. Grow sales within the division in conjunction with Group Business Development Manager & CTO
 - a. Hire & train Sales Executive
3. Research, Plan & Execute International expansion of division
 - a. Interact with Enterprise Ireland to identify & source funding & supports

Salary:

Dependant on Experience

Experience / Skills Required:

- 5 Years+ Management Experience in a similar role + 3rd Level Business Degree or Similar **OR** 8 Years+ Management Experience in a similar role
- Experience Reporting to Board Level
- Demonstratable Skills in Procedure & Organisational Change
- Must have excellent verbal and written communication skills.
- Must have a clean driving licence

- Strong interpersonal skills and an ability to deal with both internal and external customers.
- Ability to manage multiple tasks simultaneously.
- Should be responsible, flexible, self-motivated, hardworking and well-organised with the ability to work well in a team-based environment.
- Knowledge & Experience of the A/V Industry would be an advantage but other service-based industry experience will be acceptable.