

CWS Clearwater Solutions

Company- wide [Job Listings - ClearWater Solutions](#)

State Director Job Link: [State Director \(paycomonline.net\)](#)

*CWS is an equal opportunity employer and affords equal opportunity to all applicants and employees for all positions without regard to race, color, religion, gender, national origin, age, disability, veteran status or any other status protected under local, state or federal laws.*

## **Job Summary**

Clearwater Solutions is currently hiring for GA State Director. This position will be responsible for leading and managing daily operations to achieve business goals and maximize profitability. This individual should be able to lead and manage people, ensure operations run smoothly, and achieve revenue targets.

## **Responsibilities**

- Review and understand all contracts of assigned projects to ensure compliance and customer satisfaction
- Recruit, train, and support managers and conduct regular performance appraisals
- Planning, evaluating, and optimizing operations to be efficient and cost-effective
- Attend monthly leadership meeting
- Prepare operations reports for the leadership team
- Achieve business goals and revenue targets
- Hold monthly meetings with your management team members to review financials, operation efficiencies, compliance and safety and employee engagement plan
- Identify needs within your region (e.g. sales, manpower, equipment, etc.)
- Ensure timely and accurate completion of paperwork, reports and all required documentation by your managers
- Maintains ongoing client contact to keep the client informed and strengthen client relations
- Develop and maintain effective tools to measure growth and performance
- Review and evaluate financial performance to determine activities required to meet the company's goals
- Maintain strong relationships with the city officials, employees, contractors, the general public, and representatives of other agencies
- Ensures that business goals are effectively communicated
- Attends customer meetings and handles resolution of service problems in a professional manner
- Prepare clear and comprehensive verbal and/or written reports to council/board as required
- Performs other related duties as directed

- Develop operations strategies and direct and manage the water quality, field operations, production and maintenance for water and wastewater operations within the state.
- Implement best operating practices to promote continuous improvement, innovation, and excellent customer service
- Ensure that operational integrity is maintained, including regulatory compliance in all facilities
- Provide strategic and operational input to annual business plans, control budgets for responsible areas, and ensure that operational and financial targets are met or exceeded
- Build shared commitment to improving business performance and develop both individual and team capabilities
- Support the business development function within the stat
- Assist in due diligence and operational analysis and ensure effective integration and performance of acquisitions and contract operations
- Establish relationships with and serve as operational contact for political and civic leaders and other key external stakeholders

### **Job Qualifications**

- High school diploma or GED
- Bachelor's degree in business administration, management, or a similar field preferred
- State Certification (Water Treatment, Wastewater Treatment, Natural Gas, Public Works)
- 5 years' experience in Public Works (specifically water distribution, natural gas distribution, WWTP, collections)
- 5 years' experience at a supervisory level
- Excellent communication skills, both verbal and written
- Excellent leadership and decision-making skills
- Possess a valid Driver's License

### **Knowledge, Skills or Abilities Preferred**

- Knowledge in municipal public works such as planning, design, maintenance, and construction
- Knowledge in the operation and maintenance of equipment used in municipal public works operations
- Knowledge in principles of budget preparation and expenditure control
- Ability to analyze, evaluate, and implement municipal public works and utility programs/projects
- Ability to analyze organizational and administrative problems, recommend alternative courses of action, and provide leadership to others in implementing such actions