

Who we are

Truck Bodies & Equipment International (TBEI) is a subsidiary of Federal Signal Corporation that encompasses seven leading manufacturers of dump bodies, landscape bodies, grain bodies, platforms, hoists, and truck and trailer equipment and accessories. TBEI services 800+ distributors and dealers, across North America offering 7 major brands. TBEI offers industry-leading technology, management team, and performance. TBEI also services customers with high quality products including military-spec dump bodies for the US Armed Forces. For more information on TBEI, visit: www.tbei.com

Federal Signal Corporation (NYSE:FSS) provides products and services to protect people and our planet. Founded in 1901, Federal Signal is a leading global designer and manufacturer of products and total solutions that serve municipal, governmental, industrial and commercial customers. Headquartered in Oak Brook, Ill., with manufacturing facilities worldwide, the Company operates two groups: Environmental Solutions and Safety and Security Systems. For more information on Federal Signal, visit: www.federalsignal.com.

What we do

TBEI, Inc. manufactures and installs dump bodies and equipment. From fabricating raw steel to precise machining capabilities to welding and finish paint, TBEI provides customers with a “one-stop-shop for their complete dump truck needs. Dump bodies and other equipment are then installed and mounted onto truck chassis at one of our manufacturing facilities across the US or shipped to our distribution network.

Your Role

The General Manager is responsible for the full profit and loss of this manufacturing and installation business unit with 150 employees located in Snohomish, WA and Marysville, WA with a small service center in Tempe, AZ. Included in this role is setting the strategic direction for the business, managing the commercial team, capital planning, growth initiatives and cash management. The GM will drive manufacturing operations through a team of functional managers and front line supervisors ensuring increasing levels of customer and employee satisfaction. The GM will have direct and indirect reports at the facility for reporting purposes. GM will lead all aspects of the business to support continual growth in revenue and profits. They will provide general management over finance, marketing, sales, manufacturing, engineering, materials, quality assurance/control, human resources and information systems. The GM is the ambassador of the facility to the customer and community, showcasing our systems and manufacturing processes to industry best quality standards. GM will oversee all aspects of manufacturing and dealer direct sales.

Responsibilities & Qualifications

Responsibilities

- Lead and develop a positive business environment centered around the customer
- Build, develop and maintain a strong leadership team
- Lead the manufacturing fulfillment (manufacturing, up-fitting, customer service, quality).
- Directs sales team on programs and customer councils to understand the voice of the customer.
- Reporting financial results and leading business process improvements.
- Managing policy deployment in the areas of Lean manufacturing techniques, quality, cost reduction, on-time delivery, safety, customer satisfaction, employee relations, visual controls and plant performance measures.
- Provides leadership for employee relations through effective communications, coaching, training and development.
- Manages material requirements to increase inventory turns and reduce levels on hand.
- Ensures compliance with company standards for cost control, waste reduction, quality, safety and on-time delivery.
- Ensures compliance with company needs for capital investments and improvement projects.
- Works with inter and intra plant teams to drive operational excellence and process optimization ideas through KPI's that exist and improvement with new KPI's.
- Measuring the performance of company goals and standards and establishing the targets for improvements in safety, quality, cost, delivery and employee relations.

Qualifications

Ideal candidate profile:

- Ability to facilitate best practice translation
- Able to work in a fast-paced, lean, high-achievement, cross-functional, information challenged and multi-division environment
- Intermediate computer and systems literacy (Word, Excel, PowerPoint and Outlook).
- Personal characteristics: results oriented, strong communications, high energy, innovative with a high degree of confidence and integrity.

Job Requirements:

- Bachelor's degree in business or engineering field preferred.
- Previous experience in truck equipment or an adjacent industry.
- Commercial experience developing a Dealer Channel

- Proven experience leading operations and P & L
- Ability to personally build solid business relationships with employees and customers
- Proven skills in team building and leadership to motivate an integrated facility.
- Experience in financial and operational analysis
- Must be a team player that maintains a high integrity while meeting the company goals.
- Strong problem solving skills and process orientation

What will make you Successful?

Experience will get you in the door, but your passion and ability to drive manufacturing improvement and planning processes throughout our organization, along with a positive attitude on behalf of our customers will help you be successful.

Benefits

We offer a full scale of benefits including health, dental, vision, insurance, paid time off and 401k with company contributions.