



Job Ref – QTN-UKSP-2041- Operations manager

UKSP Recruit Ltd

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Job Title: Operations Manager (sheet metal fabricators/subcontract manufacturing)

The role will involve a promotion up to general manager within 6 months and an increase in salary to suit.

Location: Darlington (primary location), Newcastle (secondary location)

Company Overview:

Our client is a long-established privately run sheet metal fabricator. Having had over 50 years within the subcontractor sector and successfully supplying into the Off-Highway Yellows goods sector.

You'll join the company during a period where the business has seen significant investment that enabled it to increase both turnover and headcount. The plan is to continue with this strategy which has proven successful and beneficial to all stakeholders.

The company operates from circa 40,000 sq ft facility based just south of Newcastle Upon Tyne, as well as a second operation based on the outskirts of Darlington of 120,000 sq ft, this being the head office, making our client one of the largest fabrication facilities in Northern England. The business has sheet metal processing, large powder coat plants, wet paint plants with special finishes, CNC Machining, and engineering with heavy power presses amongst other specialized services.

Position Overview:

Our client relates their success directly to the strength of their management team. To continue operating at the highest standards, are seeking a General Manager who's a born leader. This person should have experience in overseeing all business operations as well as human resources, finance, banks, and communications. The ideal candidate will be an expert communicator who has a strong ability to delegate responsibility and collaborate across a range of departments. Ultimately, the General Manager should be driven by a desire to lead the business to maximum productivity and efficiency. A 'can do' attitude is a pre-requisite and the ability and desire to handle new or unusual



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projects that may be presented to the company is paramount. The General Manager will also be expected to maintain and add to the wide-ranging blue-chip customer base enjoyed by the company.

The General Manager will report directly to the shareholders.

Objectives of this role:

- Develop a strategic plan for optimized productivity.
- Review and improve organizational effectiveness by developing processes, overseeing employees, establishing a highly motivational work environment, and implementing innovative changes to working practices and methods.
- Adhere to company standards for excellence and quality.
- Seek out opportunities for expansion and growth by developing new business relationships.
- Provide guidance and feedback to help others strengthen specific knowledge/skill areas.

Key Responsibilities:

- Oversee day-to-day operations over two sites based in the Northeast of England, assign weekly performance goals and ensure their completion, and accomplish your own goals.
- Leading a total of 250 operational/workforce staff and a senior management team numbering 8 individuals.
- Maintain project timelines and budgets to ensure tasks are accomplished effectively.
- Develop, implement, and maintain budgetary and resource allocation plans.
- Delegate responsibilities to the best-qualified employees and enforce all policies, procedures, standards, specifications, guidelines, training programs, and cultural values.
- Resolve internal staff conflicts efficiently and to the mutual benefit of all involved.
- Implement the planned upgrade of the ERP System.
- Report to shareholders on a monthly basis on actual profitability versus set targets and detailed business prospects.

Required skills and qualifications:

- Proven success in a managerial role.



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- Strong decision-making ability.
 - Excellent communication, collaboration, and delegation skills.
 - Proven ability to develop and achieve financial plans.
 - Ability to motivate and lead employees, and hold them accountable.
 - Strong working knowledge of operational procedures.
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- Strong and detailed knowledge of steel fabrication and or metal pressing.
 - Excellent man-management skills are required due to the wide cross-section of skills and abilities within the workforce.

Preferred skills, experience and qualifications:

- Bachelor's degree (or equivalent) in Engineering or related field.
- Engineering background (steel/fabrication or metal pressing sector).
- Management experience in the steel/fabrication sector.
- Experience in conducting performance evaluations.
- Working knowledge of human-resources processes.

The package:

Salary package - £62,000.00 per annum. Moving up to £65,000.00 per annum upon moving into the general manager position.

Fully expensed company car.

Opportunities for professional development and career advancement.

Generous pension scheme.

Working hours – Monday to Thursday 8 am until 5 pm, Friday 8 am until 1 pm.

Holiday entitlement - 25 days holiday + statutory days.

If you are interested in applying for this role, then please apply, and provide the following details: -



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Your Experience / Background / Previous Roles May Include:
Fabrication Sales, Sheet Metal Fabrication Sales, Subcontract

Production, Manufacturing, Subcontract Manufacturing

Please call – 07949 253965

Or email on – info@uksp.ltd