



Business Development/Operations Manager

Our Company:

GenComm is the Midwest's premier provider of public safety communication solutions. At GenComm, the integrity of our people, products and services is evident throughout the organization and found within every customer interaction. Both public institutions and private businesses partner with GenComm because they trust our team of experts to meet their diverse communication needs.

Job Brief:

GenComm is looking for an experienced leader to manage the operations of our McHenry, Illinois location. This leader will ensure that strong, positive relationships with current customers are maintained and will develop new business throughout Northern Illinois. This position will report to the Vice President of Sales and Operations.

Responsibilities:

- **Business Development (80%)**
 - Set goals and develop plans for business and revenue growth in Northern Illinois.
 - Research, plan, and implement new target market initiatives.
 - Identify prospective accounts in target market.
 - Professionally represent the organization at meetings and events, including conferences and tradeshows.
 - Coordinate with Sales Manager to utilize sales territory managers properly and effectively.

- **Operations (20%)**
 - Ensure operations at the McHenry, IL location are carried on in an appropriate, cost-effective way.
 - Improve operational management systems, processes, and best practices.
 - Provide direct day-to-day supervision to team members.
 - Ensure the facility is a safe workplace and kept well maintained.
 - Attend monthly management meetings.
 - Any other duties as assigned.



Required Qualifications:

- Proven leadership experience.
- Strong verbal and written communication skills.
- Driven to grow location to market dominance.
- Skills in Microsoft Office products (Outlook, Word, Excel, PowerPoint).
- Ability to grasp concepts related to technology, especially related to two-way radio.
- Bachelor’s Degree or Associates Degree with experience.

Benefits:

- Competitive compensation structure
- Competitive Health Care and Dental Plan
- Life & Disability Insurance
- Comprehensive 401(k) with Company Match
- Paid leave and vacation
- Fun and friendly atmosphere

Job Type: Full-time

How to Apply: Please send resume to careers@gencomm.com



CORE VALUES

MISSION STATEMENT



GenComm keeps people safe by providing reliable communication solutions, supported by responsive customer service, dependable expertise and a commitment to integrity.

“GenComm is an Equal Employment Opportunity/Affirmative Action Employer”