



<b>Job Title</b>	Project Execution Manager
<b>Company Division/ Department</b>	FS Systems International
<b>Reporting Line</b>	Commercial Director
<b>Direct Reports</b>	Operations Team

### **Purpose (Summary of the role)**

The Project Execution Manager is responsible for managing the technical execution and project implementation of Integrated Electronic Security and Life Safety Solution projects. The Project Execution Manager acts as technical solution expert on assigned product lines providing input to sales, operations and other functions within the organisation. This role is expected to make sure all Project Engineers have the correct training and expertise required for the organisation. The Project Execution Manager is expected to offer guidance and support to all Project Engineers to help them achieve and exceed targets. The Project Execution Manager is expected to evaluate new product lines and provide input to senior management on product line strategy.

### **Minimum Requirements (What we need from you)**

- Bachelor's degree / diploma in engineering or information technology from a reputable institution
- 5+ years' experience in security technology environment
- Experience with IP Video Surveillance, Access Control and Fire Detection & Suppression Systems
- Experience with managing and training employees
- In-depth/Expert understanding of IT Hardware and physical networks – N+, INet
- In-depth/Expert technical understanding of IP Video Surveillance, Electronic security hardware and software platforms, Public Address, Fire Detection Systems preferred.
- Outstanding communication, organising and time management skills
- Ability to manage employees.
- Ability to work under pressure.
- Customer centric approach
- Strong problem-solving skills, team player and a high degree of creativity/resourcefulness
- Passion, determination, with a high energy level
- Willingness to travel extensively within Sub-Sahara Africa and LATAM. At least 50% travel
- Working Knowledge of MS Office based products, outstanding understanding of MS Excel required.

## **Duties & Responsibilities (What you would be required to do)**

### **Technical Expectations**

- Develop detailed technical submissions to support project scope of works
- Manage system commissioning and user acceptance testing on projects
- Participate in End User training if so required
- Review technical reports, and evaluate technical lessons learned logs post project completion
- Qualify and evaluate new products for commercial and technical viability

### **Organisational Standards**

- Make sure all Project Engineers have the correct training qualifications.
- Make sure all Project Engineers Manage and Commission their sites according to FS Systems International and legislated standards.
- Make sure all Project Engineers follow the correct safety guidelines on all sites.
- Do quality checks on sites to make sure that all standards have been adhered to.

### **Stakeholder Engagement**

- Establish and nurture business relationships with relevant internal and external project stakeholders
- Work with Internal (Pre-Sales, Business Development, Management, Senior project engineers) and external (client, suppliers, partners) to identify needs and technical expectations of project.
- Manage client escalations and critical technical issues

### **Project Delivery**

- Ensure that all work is done according to the FS Systems International project management methodology and that all risks, issues, lessons learned, and other relevant documentation are updated.
- Ensure technical project delivery according to scope, budget and timelines on all projects.
- Resolve technical risks and issues.
- Engage with supply chain team to co-ordinate logistic and supply chain requirements.
- Ensure that Project Engineers are managing project dependencies and communicating with internal and external stakeholders.
- Management of all Project Engineers.
- Resolve performance issues with sub-contractors that have been escalated to management.

### **Account Management**

- Maintain and cultivate client relationships within strategic projects and/or accounts
- Manage client escalations on technical issues

## Key Performance Indicators (KPIs)

### Technical Expectations:

- Adherence to technical specifications and standards, measured by the percentage of technical deliverables meeting defined criteria.
- Completion of technical deliverables within timelines, measured by the percentage of milestones achieved on schedule.

### Organizational Standards:

- Compliance with internal policies and procedures, measured by audit findings or assessments.
- Timely completion of administrative tasks, measured by the percentage of tasks completed within designated timeframes.

### Stakeholder Engagement:

- Stakeholder satisfaction scores based on communication effectiveness, measured through regular surveys or feedback mechanisms.
- Number and frequency of stakeholder meetings, tracked and compared against project requirements.

### Project Delivery:

- On-time delivery of project milestones, measured by the percentage of milestones completed on or before the scheduled deadline.
- Budget adherence and cost efficiency, measured by the variance between planned and actual project expenditures.

### Account Management:

- Customer satisfaction ratings, measured through periodic surveys or assessments.
- Revenue growth and retention, measured by comparing revenue from existing accounts over time.

Line Manager:	Name & Surname:	Signature:
Employee:	Name & Surname:	Signature
Date:		