

Senior Managers – Construction, Transportation, Production and Utilities

Description

Senior managers in this unit group plan, organize, direct, control and evaluate, through middle managers, the overall operations of goods production, utility, transportation and construction companies. They formulate policies which establish the direction to be taken by these companies, either alone or in conjunction with other members of a board of directors. They work in establishments throughout the following industries: fishing, forestry, logging and agriculture; mining, oil and gas extraction; construction; transportation and warehousing; printing; manufacturing; and utilities or they may own and operate their own business.

Duties:

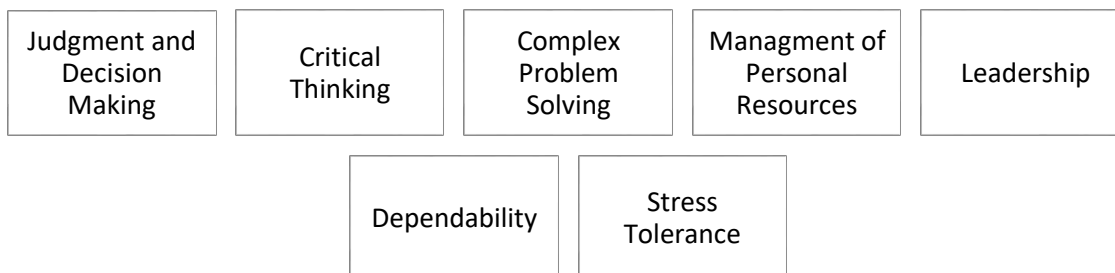
- Establish objectives for the company and formulate or approve policies and programs
- Authorize and organize the establishment of major departments and associated senior staff positions
- Allocate material, human and financial resources to implement company policies and programs; establish financial and administrative controls; formulate and approve promotional campaigns; and approve overall personnel planning
- Select middle managers, directors or other executive staff
- Co-ordinate the work of regions, divisions or departments
- Represent the company, or delegate representatives to act on behalf of the company, in negotiations or other official functions.

Other titles:

- Chief Executive Officer (CEO)
- Chief Financial Officer (CFO)
- Publishing House General Manager
- Trucking Company General manager
- Residential Construction Company President
- Executive Vice-President
- Operations Vice-President

(Government of Canada National Occupation Classification)

Skills



Education/Training Requirements

Ontario Secondary School Diploma (OSSD)

- Completion of secondary school is required

Post-secondary diploma/degree

- A University degree or college diploma in engineering, business administration, commerce or other discipline related to the company's product is usually required

Certification

- Several years of experience as a middle manager in goods production, utilities, transportation or construction are usually required
- Specialization in a particular functional area or product is possible through specific university or college training in that area or through previous experience
- Senior managers in finance usually require a professional accounting designation

Potential Earnings in Durham Region

The average and median wages and salaries for individuals employed as senior managers in this unit group are as follows. Place of Residence (POR) is defined as individuals who reside within the Durham Region. Place of Work (POW) is defined as individuals who are employed within the Durham Region.

Median Wages and Salaries (POR)	Average Wages and Salaries (POR)	Median Wages and Salaries (POW)	Average Wages and Salaries (POW)
\$105,014	\$190,444	\$91,967	\$170,752

Employment Prospects

Industry (NAICS)	Jobs in Durham Region (POW)	Durham Region Residents Employed (POR)
2371 Utility system construction	15	15
3261 Plastic product manufacturing	20	25
3262 Rubber product manufacturing	35	0
484 Truck transportation	50	50
4842 Specialized freight trucking	45	40
5111 Newspaper, periodical, book and director publishers	25	30

(Ministry of Advanced Education and Skills Development 2016 data in Durham Workforce Authority's 2017 Sector Report)

Additional Resources

- Professional accounting designations in Ontario: <http://www.onip.ca/accounting-professional-designations-in-ontario/>