

# **Jeffrey M. Siegrist & Company**

## **REGION MANAGER NATURAL RESOURCES APPRAISAL FIRM SOUTH**

### **The Client**

Our client is a long-standing national Appraisal firm with a strong focus on the Natural Resources Sector, including Agricultural Lands and Timberlands. The client is headquartered in the Northeast, and our search position is located in a large regional office in a very attractive major city in the South.

### **The Position**

The Region Manager will be a key member of the firm's management team and will lead the Southern business. The position responsibilities include:

Manage Southern business operations:

- Participate in budgeting.
- Participate in planning.
- Manage finances (revenues and costs).
  - Support financial reporting needs.

Manage Southern professional and office staff:

- Performance oversight and reviews.
- Work allocation.
- Personnel matters.
- Participate in recruiting efforts.
- Mentoring and professional development.

Lead business development efforts in the South:

- Increase annual revenues and profits.
- Penetrate new markets.
- Increase market share in existing markets.
- Identify opportunities for other company services.

Billable project work:

- Support Southern staff in appraisal assignments.
- Support staff in resource studies and natural resource analysis.
- Develop project management capabilities.

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### **Ideal Professional Background**

The successful candidate will have an undergraduate degree in Agriculture, Forestry, Wildlife, or a related technical discipline. An advanced degree is highly desirable. He/she will have a minimum of eight to ten years experience in Agriculture, Forestry, or other Natural Resources field. Formal appraiser credentials in Forestry or Agriculture would be a significant plus. Other requirements include:

- Skilled in financial analysis and economics.
- Ability to develop a professional presentation with PowerPoint.
- Ability to speak to small and medium-sized groups.
- Good writing skills necessary for reporting to a varied client base.
- Ability to develop and write proposals.
- Demonstrated proficiency with Microsoft Word, Excel, Access, and PowerPoint.

### **Ideal Personal Background**

First and foremost the Region Manager must possess the highest personal ethical standards consistent with the firm's outstanding reputation. Further, the successful candidate must:

- Possess excellent verbal and written communications skills, superior presentation skills, and highly accomplished analytical skills.
- Be highly independent, able to manage with minimal supervision, and be capable of setting and completing his/her own tasks within demanding internal and external deadlines.
- Have excellent relationship-building skills.
- Be able to work at all levels in an organization, possess a strong work ethic and the ability to function within a lean organizational structure, and demonstrate the commitment to fellow co-workers necessary to excel in a team environment.
- Be results-oriented, highly organized, and able to efficiently manage several diverse tasks at the same time.
- Be well-organized with attention to detail.
- Be able to successfully lead, monitor, and supervise others.
- Be willing and able to assume increasing levels of responsibility for work product and efforts.
- Be able to apply autonomous creativity to both solo and group objectives.
- Be willing and able to exercise judgment and define objectives.

- Be willing and able to follow through on efforts undertaken.
- Be able to effectively multi-task and respond to client needs under pressure.
- Be able to thrive in a small, flexible and dynamic environment.
- Be able to manage periodic overnight travel.

Finally, the successful candidate must be client service oriented and have the professional presence and demeanor to be a senior member of one of the most successful and respected Natural Resources Appraisal firms in the U.S.

### **Contact Information**

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