

Who we are:

NEXA | EAM, founded in 2015 in Ireland, began with just one client and one employee. Today, we are a trusted advisor to leading companies in the Life Sciences industry around the world with a growing team of over 100 employees. Our team of understanding, talented professionals create value for leading Life Sciences companies by focusing on the delivery of Asset Management solutions to enable world-class production. Our commitment to achieving excellence helps our clients accelerate the delivery of life-changing products to market. We achieve this through our people, who are always our highest priority. Are you ready to join a growing team that values your contributions, development, and wellness?

Here's what you'll get:

- Work Life Balance.
- Work from home flexibility.
- Never a dull moment! - Exposure to diverse projects with collaborative teams.
- A work environment that is both rewarding and challenging.
- Successful training program to acclimate you in your new role & continued learning, including tuition reimbursement and weekly dedicated time towards development.
- Competitive Full-Time Benefits including Paid Time Off, Health, Retirement, Education & **more!**
- In-person and virtual social gatherings and events.

NEXA | EAM is searching for:

NEXA is currently searching for an Operations Manager to oversee business operations in Ireland. The Operations Manager will be responsible for driving revenue and profitability within Ireland, and leading and guiding management staff to achieve business goals and targets. You will work directly with our PM's and leading Life-Science clients and will report directly to a NEXA | EAM Director of Operations.

About the job:

- Proactively manage Financial Data & ensure PM's are managing their respective projects Forecasts to improve the company's profitability & understand all aspects of every project.
- Own and execute exploratory phase evaluations (EPE)'s within the region
- Responsible for new client onboarding – Meetings, coordination, interviewing, staffing & setting the project up for handover to the PM
- Develop and enhance existing Client Relationships by providing superior service and compatible opportunities for future partnership.
- Identification of further business opportunities within existing client portfolio by asking the right qualifying questions
- Development of additional business opportunities using previous client contacts & professional network
- Responsible for performance related to people retention and revenue/profit targets.
- Provide strategic insight to the Director of Operations based on their knowledge and experience.
- Own and provide weekly updates to the DoO on all critical metrics.
- Build, supervise, lead, coach and develop a robust team of PM's.
- Ensure all project plans in the EU Region are created, maintained and captured within "at risk" roll-up dashboard.

NEXA | EAM

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- Act as the point of escalation for issues that are unresolvable by PM's.

We are looking for people with:

- Bachelor's Degree or proven track history in a similar position.
- 10+ years working in the services industry across multiple regions.
- Project Management Experience.
- Operations Leadership Experience.
- Lean / process optimization experience desired.
- Leads people with respect and integrity.
- Acts as a trusted coach to their direct reports.
- Holds management accountable for their results.
- Unafraid to have difficult conversations with leadership.
- Change agent for the company – can communicate change in a positive way.
- Inspirational – critical characteristic. Motivation of wider team is essential.
- Power Skills
 - Empathy - Ability to ask the right questions of the client and employees to understand the real needs of others.
 - Results Driven
 - Good Negotiator / Influencer
 - Bold & Confident - Not afraid of the difficult conversations.

You will be a match if you are:

- Understanding of your client's and colleague's needs.
- Willing to operate the NEXA way, every day, by showing relentless drive in ensuring success.
- Attentive to detail and believe passionately in "Right First Time."
- Proactive in everything you do.
- An advocate of continuous improvement, which is vital to continued success.
- Adaptable and flexible to meet client and project needs.

If this sounds like you, apply today by: Emailing your updated resume to our HR & Recruitment Specialist – Niamh Deehan at ndeehan@nexaeam.com

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Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.