

WE ARE HIRING

Job Description – Installations Director

(Operations Director – Installs)

Responsible to – **Managing Director**

Salary – **Competitive, depending on experience**



Who we are...

We are proud to be one of the leading service providers in the country of Automatic doors, Aluminium doors & windows, and Industrial doors. We have grown significantly since we established in 1997, with a reputation for excellent products and customer service.

- A business where everyone is **valued, engaged, and supported** in what they do.
- Our team's **development** is cared for and we offer great **opportunities** to grow.
- Fantastic customer service and integrity, with **customer satisfaction** at our core.

We are looking to appoint an experienced **Installations Director** to lead and develop our installations operation as the business continues to grow in scale and complexity.

This is a senior leadership role with end-to-end responsibility for profitability, project delivery, production, planning, health & safety, and continuous improvement. You will play a central role in bringing structure, clarity and predictability to delivery, while fostering a supportive and collaborative culture where teams are trusted, developed and encouraged to improve how we operate.

Key Responsibilities

Commercial & Profitability

- Overall accountability for profitability across the installations operation
- Embed commercial awareness into operational decision-making
- Approve and escalate major variations and commercial risks

Project Management

- Lead, support and develop Contracts / Project Managers
- Ensure projects are delivered on time and in line with contractual commitments
- Act as senior escalation point for programme, client and performance risk
- Drive continuous improvement in installation processes and efficiency

Production

- Overall responsibility for factory output, readiness and efficiency
- Drive lean working and productivity improvements
- Ensure production aligns with installation programmes and site priorities

Planning

- Final authority on priorities and major re-programming decisions
- Manage delivery risk through controlled programme changes
- Ensure planning owns the full job timeline from order to completion
- Improve planning accuracy, communication and forecasting reliability

Health, Safety & Quality

- Overall responsibility for health & safety across installations
- Promote a strong safety-first culture across sites, factory and subcontractors
- Drive continuous improvement in safety performance, compliance and quality

Leadership & Culture

- Lead and develop a multidisciplinary management team
- Create clear accountability while maintaining a positive, respectful working environment
- Champion continuous improvement across all areas of the operation

Carry out any other reasonable duties consistent with the responsibilities of the role, as requested by the Line Manager.

Candidate Requirements

Essential

- Senior operational leadership experience within construction, manufacturing, installations or specialist subcontracting
- Strong understanding of operational profitability and margin control
- Proven experience managing multiple live projects
- Track record of driving continuous improvement
- Collaborative, supportive and people-focused leadership style

Desirable

- Experience improving installation processes and operational efficiency
 - Lean manufacturing and/or Six Sigma experience
 - Background in environments where production and installation must be closely aligned
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Why Join ADC Entrance Solutions?

ADC Entrance Solutions is one of the UK's leading providers of Automatic Doors, Aluminium Curtain Walling, Doors & Windows, and Industrial Doors, Gates & Barriers. Established in 1997, we are proud of our family ethos, quality, innovation and customer service.

Our Values

- A supportive workplace where everyone is valued and engaged
- High standards of integrity and customer service
- Opportunities for learning, development and progression

Benefits

- Competitive salary with annual pay reviews
- Holiday increasing with length of service
- Progression and development opportunities
- Pension scheme, Health Cash Plan and Life Assurance
- Regular charity and social events

To undertake any other duties requested by the Line Manager, which are consistent with the overall purpose of the post.

Person Specification

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- Exceptional communication skills - written and oral.
- Exceptional attention to detail and organisational skills.
- Ability to work independently and contribute to a team.
- Skills and experiences to undertake the role and accountabilities listed above, and behaviours which reflect our company's values.

What do we do?

We are proud to be one of the leading service providers in the country of Automatic doors, Aluminium doors & windows, and Industrial doors. We have grown significantly since we established in 1997, with a reputation for excellent products and customer service.

What is it like to work at ADC Entrance Solutions?

We are proud of our family ethos here at ADC Entrance Solutions, where we truly make sure everyone is supported in their roles and engaged in the continuous improvement of the business. We're proud of our team for making the most of every opportunity that comes their way. With a mix of long-time team members and some fresh faces, we're gearing up to build a bright future for ADC Entrances.

We have an array of benefits, including competitive salary, holiday increasing with service, recognition awards, progression, training, socialising, and pizza on the last Friday of every month!

General

This job description provides the main accountabilities and purposes of the post at time of recruitment. This is not part of the contract of employment.

The above responsibilities should be read in conjunction with all contractual terms relevant to your employment, and any other non-contractual policies and procedures published by the company, which are regularly updated.

Interested?

Send your CV to hr@adcentrances.com