

OBS has been recognised as one of Australia's top ten places of employment

Professional Services Manager - Melbourne

OBS is a leading Australian IT Services Company focused on helping organisations transform their business with Microsoft technology. Recognised as Australia's premier SharePoint specialist, OBS provides development, implementation and consulting services around Microsoft SharePoint, Dynamics CRM and Cloud technologies.

Most importantly, we are known for our culture where you are valued, respected and have FUN! Recently rated in the Top 10 Best Places to Work in Australia by the BRW for the third year running, this is a team you want to join!

We are looking for a successful Professional Services Manager to lead and manage our Victorian services delivery team. In this people-focused role, you will lead and manage a team of over 40 highly driven professionals to deliver exceptional customer outcomes, while nurturing and growing their careers.

Reporting to the Managing Director, you will be responsible for ensuring that resources are being utilised effectively, projects are delivered on time and on budget, and that the branch meets its financial objectives.

You will be responsible for:

- Hiring, inspiring and coaching a talented pool of IT professionals;
- Cultivating and developing team leaders to support the ongoing growth of the team;
- Development and execution of the business plan in co-operation with the MD and Sales Manager;
- Fostering continuous improvement and promoting best practice across our Delivery team;
- Working closely with the Sales team to ensure successful utilisation of resources, estimation, pricing and ongoing business development;
- Ensuring effective utilisation of resources at all times;
- Ensuring on time and on budget delivery of projects; and
- Managing the business unit to financial targets.

You will come to us with:

- A sense of humour and a 'can-do' attitude;
- Proven success in managing a mid-sized (20+) successful project based professional services team;
- Proven success in professional services practice management including understanding of the economic, key metrics, financials, and budgeting;
- Proven skills in developing junior managers and achieving results through direct reporting managers and/or team leaders;
- Experience in leading an established team, establishing trust and respect;
- Experience in managing software developers;
- Proven success in hiring and developing new staff members;
- Experience in a customer service management and problem resolution.



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OBS offers an excellent remuneration package and benefits including:

- A kick ass place to work
- An awesome team of people to work with
- Access to the latest and greatest technology
- A brand new laptop every 2 years
- An Xbox room to challenge your teammates
- Mobile phone and internet allowances
- Share options in the company
- Personal and Career development
- A company that genuinely cares about YOU
- Flexibility to work in the way that brings out the best in YOU
- The ability to do what you love, in an environment that supports YOU
- A focus on health and wellbeing – sporting teams, discounted gym memberships, fresh fruit, health checks and more!
- Fruit
- Great coffee, soft drinks, juice, wine and lots of beer :-)
- A company that cares about the community – a Matched Donation Program for selected charities
- And much more...

If this sounds like you, we would like to hear from you today. Please contact Alice Hanna, People and Performance Consultant at hireme@obs.com.au for more information about the role and your potential career at OBS.

Please note that candidates will not be accepted from Agencies at this time.

