



<https://www.execcapital.co.uk/job/managing-director/>

## Managing Director

### Description

**Bilston, West Midlands | £80,000–£90,000 + Benefits**

[Exec Capital](#) is recruiting on behalf of a well-established SME operating within the specialist environmental services and industrial equipment sector.

This is a hands-on Managing Director opportunity leading a close-knit team of approximately eight employees within a growing and operationally focused business serving commercial and industrial clients across the region.

The business is seeking a commercially minded and operationally strong leader who can drive performance, support business growth, and lead from the front in a small company environment.

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### The Opportunity

As Managing Director, you will take overall responsibility for the day-to-day leadership and strategic direction of the business. This role requires a practical, visible leader who is comfortable balancing operational oversight, commercial development, team leadership, and customer engagement.

The successful candidate will be based within reasonable commuting distance of Bilston and will play a central role in maintaining a positive team culture while supporting the continued growth and development of the company.

### Responsibilities

#### Key Responsibilities

##### Business Leadership

- Lead and manage the overall operations of the business
- Develop and execute business growth and operational improvement plans
- Ensure high standards of customer service and project delivery
- Drive commercial performance and profitability

##### Team Management

- Lead, motivate, and support a small team of approximately eight employees
- Foster a collaborative, accountable, and positive working culture
- Support staff development, performance management, and recruitment where required
- Maintain strong communication across all areas of the business

##### Commercial & Operational Oversight

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st June 2026

### Duration of employment

Perm

### Industry

Industrial Equipment

### Job Location

Bilston, West Midlands, United Kingdom

### Working Hours

9-5

### Base Salary

£ 80,000 - £ 90,000

### Date posted

May 9, 2026

### Valid through

31.05.2026

- Build and maintain strong relationships with customers, suppliers, and partners
- Identify new business opportunities and support sales growth
- Oversee operational planning, service delivery, and resource allocation
- Ensure compliance with health & safety and industry standards

## Financial Management

- Manage budgets, forecasting, and overall financial performance
- Monitor KPIs and operational metrics
- Work closely with ownership/stakeholders on strategic planning and reporting

## Qualifications

## Candidate Profile

- Proven leadership experience within an SME environment
- Strong operational and commercial management capability
- Comfortable working within industrial, engineering, environmental services, facilities, or related sectors
- Hands-on leadership style with the ability to work closely with a small team
- Strong people management and communication skills
- Able to balance strategic thinking with day-to-day operational involvement
- Financially and commercially aware
- Based within commuting distance of Bilston

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## Desirable Experience

- Experience within industrial services, environmental services, engineering support, facilities management, or related sectors
- Background managing service-led operational businesses
- Experience driving growth within a small or medium-sized enterprise

## Job Benefits

## Package

- Salary: £80,000–£90,000
- Additional benefits package
- Long-term leadership opportunity within an established SME
- Autonomy and influence in shaping the future direction of the business

## Contacts

## About Exec Capital

[Exec Capital](https://www.execcapital.co.uk) specialises in executive and fractional leadership recruitment for SMEs, growth businesses, and investment-backed organisations across the UK.