

Business Unit Manager – Gozo

About Us

Econetique, a subsidiary of JoinwellFXB, is seeking a commercially driven **Business Unit Manager** to lead our **Gozo** operation.

Reporting to the Chief Executive Officer, you will oversee sales, operations and administration, driving business growth and ensuring quality service delivery across our energy-efficient building solutions. If you have management experience in HVAC, renewable energy or building services, we'd like to hear from you!

Requirements

- Proven management experience within HVAC, renewable energy, building services, technical installations or a comparable project-based business (essential).
- A demonstrable track record of managing commercial and operational performance.
- A strong understanding of budgeting, pricing, margins, job costing and cost control.
- Experience coordinating multiple projects, technical teams and subcontractors.
- Sufficient technical understanding to critically assess proposals and coordinate qualified specialists.
- Proven leadership, supplier negotiation and customer relationship skills.
- Excellent communication skills in Maltese and English.
- Experience across photovoltaic systems, heat pumps or other renewable technologies, and a relevant technical, engineering or business qualification, will be considered assets.

Responsibilities

- Developing and implementing business plans, budgets and sales targets in conjunction with the CEO, and taking ownership of the unit's overall performance.
- Identifying and developing growth opportunities across products, customer segments and maintenance services.
- Overseeing the full sales process, from enquiry and site survey to quotation, negotiation and close, while protecting commercial margins.
- Planning and coordinating installation schedules, teams, subcontractors, procurement and deliveries to meet deadlines and budgets.
- Ensuring installations comply with specifications, manufacturer requirements, regulations and safe working practices.
- Managing revenue, margins, expenditure, cash flow, stock and debtor collection.
- Managing supplier, manufacturer and subcontractor relationships and negotiating commercial terms.
- Recruiting, developing and managing the performance of the Gozo team, and reporting regularly to the CEO on business performance.

Why JoinwellFXB?

- Be part of a well-established and reputable Maltese company.
- Enjoy long-term career prospects with ongoing training and development opportunities.
- Join a supportive team within an inclusive workplace that values employee wellbeing.
- Receive a competitive remuneration package based on experience and qualifications.

Candidates must reside in or be willing to relocate to Gozo.

Apply Now

To apply please send your CV and motivational letter to recruitment@joinwellfxb.com

JoinwellFXB