

Branch Manager

Verona, WI · Full-time · \$75k-85k

Branch Manager

Location: near Verona, WI

Base Salary: \$75,000-\$85,000 + Monthly Incentives (OTE: \$82,000-\$93,000)

Benefits: Medical, Dental, Vision, Life, Short-Term Disability, 401k, Vacation, Holidays

Job Type: Full-Time

Typical hours: M-F, 7:30 AM – 4:30 PM

Travel: Local driving only to project sites for walkthroughs (no overnights); Company Vehicle Provided

Important Note: You do not need an electronic security background to succeed in this role. This position is focused on leading and developing a team, overseeing projects, and driving day-to-day operations. Candidates from industrial, manufacturing, retail, technical, or service backgrounds are encouraged to apply. We're looking for a hands-on leader who takes ownership and brings people together around a common goal.

Branch Manager Job Description

Our client is an established provider of electronic security solutions with multiple locations throughout the Midwest. This opportunity is specific to their Greater Madison branch, where you'll oversee a team of 12 installation technicians while managing the people, resources, and activities needed to keep projects moving. You'll stay closely connected to projects in the field, ensuring timelines are met, issues are addressed, and customers receive the level of service expected. You'll have the autonomy to improve processes while regularly visiting sites and conducting walkthroughs. To be clear, this is not a role where you'll be climbing ladders or turning wrenches. The focus is on team leadership, project management, and keeping the team ahead of its workload. You'll be stepping into one of their busier locations, with a steady flow of projects and the stability of an established operation. If there are gaps in your technical knowledge, you'll have access to structured training as you build familiarity with their services and technology. Backed by consistent YoY growth, the company offers the resources of a larger organization while giving local leaders the ability to make decisions and drive results within their branch.

Branch Manager Responsibilities

- Lead the installation team (12) while partnering with service and operations
- Hire and onboard team members while supporting training and development
- Manage project backlog, set priorities, and keep installation work moving
- Coach technicians and hold the team accountable for performance
- Partner with Sales on system requirements, installation feasibility, and solutions
- Visit customer sites to support technicians, resolve issues, and maintain quality
- Improve installation and service processes to increase efficiency
- Manage equipment, vehicles, and inventory to support field operations
- Review work and job costs to support accurate billing and profitability

Branch Manager Qualifications

- Proven experience leading, developing, and holding teams accountable
- Experience overseeing projects, operations, or day-to-day business activities
- Hands-on leadership approach with a focus on team and operational performance
- Technical aptitude and willingness to learn a new industry

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