

Company Organizational Positions Notes

President/ Chief Executive Officer (CEO):

The highest-ranking individual within a company usually shares the combined title CEO/President. CEO stands for Chief Executive Officer. In other words, there is no one that outranks this person within the corporation; he or she answers only to the board of directors. In fact, the President of the United States is often referred to as the Chief Executive. As I just mentioned, the CEO usually carries the additional title of President of the corporation. I use the term 'usually' because there are those occasions where there is a CEO and a President, but this is more the exception than the rule.

Chief Operating Officer (COO):

The Chief Operating Officer makes sure that the day-to-day operations of the corporation are functioning as smoothly and productively as possible. Typically, the COO is second only to the CEO within a company. He or she answers only to the CEO and the Board of Directors. If a corporation does not have a COO, often they will have an Executive, or Senior Vice President who oversees Operations.

Chief Financial Officer (CFO):

The Chief Financial Officer oversees the company's finances, or money. If a company does not have a CFO, they may have a Vice-President of accounting. Below these are the managers, directors and others that make sure the day-to-day functioning of the corporation is carried out.

Chief Information Officer (CIO):

The executive position of Chief Information Officer has increased in importance tremendously in recent years. This is directly related to the fact that in the computer age, information and information technology have become a vital part of doing business. As head of information technology within an organization, they are responsible for the management of all information systems, and usually report directly to the company's CEO.

Chief Marketing Officer (CMO):

The Chief Marketing Officer has one of the more challenging jobs within the hierarchy of officers in a corporation. The CMO is responsible for marketing the company and the products it produces. This usually includes such things as advertising, public relations and product development. One of the reasons for the added challenge of being a CMO is that they not only have to manage the several departments under their direct supervision, but also must work with several others.

Vice-President (VP):

A corporation can have several Vice-Presidents. These can have alternate titles to the other officers such as the COO (VP of Operations, VP of Finance, etc.) The second in command of a company or corporation is often referred to as the "Executive Vice-President."

Director:

A Director is usually in charge of a specific department, such as publications or promotion. A director can also be the title given to a mid-level manager.

Manager:

"Manager" is a title given to a person who is responsible for leading a group of people towards the accomplishment of specific goal within a corporation. For example, a finance manager is charged with ensuring that everyone in his or her department is doing their job in the pursuit of financial wellness for the company.

Project Manager (PM):

A project manager is responsible for overseeing the many departments that collaborate on a given project. In the construction world, this means that a PM must coordinate and oversee the work of others from several different departments. This includes maintaining communication and flow of project information between the various departments, field personnel, the site sales representatives, and the master developer. They must also oversee the development of the architectural and landscape drawings from the conceptual through the final details. They must obtain all required building permits and maintain comprehensive records of the project from conception to completion. Finally, they must coordinate the completion of each structures punch list, allowing it to be sold to the public.

Other members of a construction company include:

Superintendent:

A superintendent, also known as a super, or sup ("soup") represents the contractor or builder on the jobsite. Supers are responsible for overseeing the activities of every contractor/sub-contractor on the jobsite. There are two types of superintendents employed by construction companies:

Field Superintendent: The field super is always on site to ensure that the project progresses as planned. They also call for, and "walk" inspections with the inspectors. When a sub-contractor has a question or needs clarification, the super is the one they can get the answers from.

General Superintendent: A general super is the ultimate superintendent in that he or she is the superintendent of the superintendents. All field supers answer to the general. The general likewise reports to the COO, or Executive VP of Operations.

Foreman:

In construction, a foreman is a highly skilled tradesperson that oversees a work crew. For example, a framing foreman will usually oversee all the framers on a unit or site. Depending on the nature and scope of the work to be completed, the foreman will work right alongside his or her crew. They answer directly to the superintendent or company owner and ensure that all the trades/crafts persons working under them are lined-out and completing their assigned tasks satisfactorily. It has been said that good foremen are key to the success of any project.

Purchasing Agent:

A purchasing agent acquires all the pricing for the various components of a home's construction. From the cost of re-bar for the foundations, through the roofing materials, and everything in-between, the purchasing agents negotiate the prices their company will pay to acquire the materials. When all the purchase agent's numbers are combined with labor and the other costs inherent to a construction project, the cost per square foot of each structure built can be calculated.

Land Acquisitions:

A person involved in land acquisitions is responsible for identifying properties that are suitable for their company to purchase and develop. This includes researching the history of the property to make sure it doesn't possess any "skeletons;" literal or otherwise. Literally, it is not entirely uncommon to find native American burial sites when you begin to develop a property. You cannot simply desecrate a burial site in order to build a structure or structures. Likewise, a property may contain "skeletons" of an environmental nature, as it may be home to an endangered species, or be vital to an endangered species survival, or it may be part of a migration corridor. Depending on a properties previous use or its proximity to what is now considered hazardous materials production, storage, or worse, dumping, the soil may need to be entirely removed and replaced. These are just a few of the "skeletons" that a given piece of property might contain. If a Land Acquisitions person does not do their job to the best of their abilities, they could lead their company to purchase an expensive but unusable piece of land.