



<https://titanexecutivesearch.com/job/executive-leader-new-facility-services-division/>

Executive Director – New Facility Services (Property Management / Multifamily) Division

Description

Executive Director – New Facility Services (Property Management / Multifamily) Division

Company: Top National Commercial Cleaning Company (Confidential)

Location: Flexible – Chicago, Phoenix, Houston, St. Louis, Pittsburgh, Charlotte, Kansas City or South Florida

Compensation: \$110,000 – \$300,000 base + Full Corporate Benefits Package

Reports To: President

This is a rare opportunity to build and scale a subcontractor-driven facility services platform within an established national company—combining entrepreneurial freedom with the backing and resources needed to grow quickly

About the Opportunity

A Top National Commercial Cleaning Company is launching a new division focused on delivering integrated facility services through a subcontractor-driven model.

This division is designed to operate similarly to:

- City Wide Facility Solutions
- FacilitySource (CBRE)
- Diversified Facility Services

The model combines commercial cleaning, vendor management, and facility services into a centralized platform serving multi-site clients.

Target clients include:

- Multifamily / apartment portfolios
- Commercial real estate operators
- Regional and national property management groups

This is a ground-floor opportunity to build a scalable platform within an established, high-performing organization.

About the Role

This is a build-and-scale leadership role with flexibility in title and scope based on the candidate's experience:

- Sales Manager / Market Leader (for high-performing individual contributors with strong sales DNA)

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Facilities Services

Job Location

USA

Base Salary

\$ 110000 - \$ 300000

Date posted

April 30, 2026

- Director / VP Level (for experienced regional operators)
- President (for executives with full P&L and platform leadership experience)

Regardless of title, this individual will be responsible for launching, growing, and scaling a new division, with a strong emphasis on sales, client acquisition, and operational execution.

Key Responsibilities:

Business Development & Revenue Growth

- Drive new client acquisition across multifamily, CRE, and multi-site portfolios
- Build and manage a pipeline of regional and national accounts
- Secure long-term service agreements and recurring revenue

Division Build-Out

- Help define and execute the go-to-market strategy
- Launch and scale operations across key markets
- Establish early traction and validate the business model

Subcontractor Network Development

- Recruit, vet, and manage subcontracted service providers
- Build a scalable vendor network across multiple markets
- Ensure quality control and consistent service delivery

Operations & Execution

- Oversee service delivery and client satisfaction
- Coordinate between clients, vendors, and internal teams
- Implement systems and processes to support growth

Leadership & Growth Path

- Senior candidates: full P&L ownership and team build-out
- Emerging leaders: clear path into executive leadership as the division scales

What We're Looking For:

Core Experience (varies by level)

- Background in facility services, commercial cleaning, or multi-site operations
- Experience with subcontractor/vendor-driven service models strongly preferred
- Exposure to organizations such as:
 - City Wide Facility Solutions
 - FacilitySource / CBRE
 - Diversified, ABM, JLL, ISS, or similar

Sales & Builder Mentality

- Proven ability to generate business and close new accounts
- Entrepreneurial mindset with strong ownership
- Comfortable building something from the ground up

Operational Strength

- Ability to manage vendors, service delivery, and client expectations
- Strong execution skills in a fast-paced environment

Leadership Traits

- Self-directed and proactive
- Comfortable with ambiguity and early-stage structure
- Motivated by growth, autonomy, and long-term upside

Why This Role

- Ground-floor opportunity to build a City Wide / FacilitySource-style platform
- Backed by an established national organization with strong infrastructure
- Flexible title aligned to experience and capability
- Significant upside tied to growth and performance
- Ability to shape strategy, operations, and long-term expansion