

JOE

GRAVES

DIRECTOR OF
CONSTRUCTION



Current Location:

Fargo, ND

Graduation Year: 2019

Major: Business

Administration

Degree: Master of
Business Administration

Employer:

Butler Machinery

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UNIVERSITY OF
SOUTH DAKOTA
ALUMNI ASSOCIATION

ALUMNI CAREER SPOTLIGHT

ASK THE ALUM

Provide a brief job description. In your own words, what do you do on a daily basis?

The director of construction is responsible for collaborating with Butler Machinery's 14 construction industry store locations and our OEM partner, Caterpillar Inc., to establish and implement strategic direction.

What skills are most important for you to be successful in your position?

Humility and trust. People often make the mistake of believing they must always know the answer. From my perspective, relying on each other makes our teams stronger as a whole than the sums of the individuals. Achieving this requires immense amount of humility and trust with each other and across an organization.

What do you like best about your job?

Butler Machinery's customers are the backbone of our communities. Collectively, society relies upon them to support and enhance our infrastructure, respond in time of crisis to ensure continued power generation and to provide access to critical services. They also produce the food for our families. I find tremendous personal satisfaction in providing solutions that support these customers, enabling our communities to grow and thrive.

What is the most challenging part of your job?

Communication and simplicity are definitely the most challenging. The construction industry's complexity heightens each day, coupled with the constant changing business environment. It is our duty to ensure understanding of these impacts across the organization, how we're adapting and how we are proactively incorporating revisions into our overarching strategy. Ensuring this understanding across the organization is a constant challenge.

What is one piece of advice you would offer alumni looking to enter your career or industry?

Seek to truly understand what makes your customers and your organization successful. Crafting solutions, without losing focus on these key principles, will ensure mutual long-term success.