

SEARCH PROFILE

Electrical Engineer Manager

THE COMPANY

Our award-winning client is an entrepreneurial, mid-sized, full service engineering firm providing civil, structural, mechanical, electrical, building science, and environmental engineering to a diverse and growing client base across Canada and in far reaching regions around the world. A 30-year track record, the depth and breadth of the service offering and the entrepreneurial spirit of the firm creates unique advantages for clients and the team.

Ideally structured to handle diverse types and sizes of projects is a competitive advantage valued by clients; internally, this structure allows for career growth, challenge, creativity, innovation, fun and career development. The organization has always recognized that having the right people is paramount to its ability to provide exceptional services to its clients and is proud of being recognized as one of Alberta's Best Workplaces in 2009 and 2010.

With over 200 engaged and talented employees, competitive compensation, excellent training, numerous opportunities for career development and an aligned leadership team, our client is ideally positioned for future growth and success.

THE POSITION

Reporting directly to the Regional Director in Calgary and working closely with teammates in a matrix environment across disciplines and geographies, the successful candidate will be accountable for building on the existing momentum to grow the Electrical Engineering Discipline through business development activities to align with the corporate strategy to grow target profitability while aggressively growing the company.

With the continued growth in the Calgary marketplace and the need to service major prospects, our client is looking for a motivated, personable and capable Engineering Manager with significant business development experience who can foster relationships with current and potential future customers. Job responsibilities will also include acting as Project Manager on projects as required by the Branch.

Your success will be measured by but not limited to the following key factors:

- Developing strategies for market development and penetration;
- Identify, pursue and win high quality projects that lead to positive and long-term client relationships and profitable revenue;
- Your ability to build rapport and maintain strong relationships with existing and new clients;
- Your ability to communicate and work with the technical, operations, and executive teams regarding business development process and initiatives;
- Positive representation of the company within the industry and industry associations;
- Ability to negotiate commercial and contractual arrangements within established corporate guidelines;
- Align the electrical engineering discipline with overall corporate strategy; and
- Successfully integrate with and model the culture and values of the organization.

THE INDIVIDUAL

The successful candidate will possess the following skills, knowledge and experience:

- A university degree in a relevant technical discipline and a P.Eng designation would be an asset;
- Experience developing and leading business development initiatives;

- Demonstrated experience in:
 - Design of electrical building power systems;
 - Lighting systems design and lighting controls;
 - Design of building low-tension electrical systems such as, fire alarm and control, telecommunications cabling infrastructure, security and access control
- Strong interpersonal skills with the ability to build and manage relationships across a variety of industries and geographies;
- An excellent reputation - preferably in Calgary or Western Canada – coupled with a demonstrable track record of client satisfaction;
- Strategic thinker who is business minded and has a strong affiliation with professional associations;
- Experience writing and supervising the preparation of complex proposals and contracts (i.e. pricing, content, etc.) and development of marketing materials;
- A proven leader and team player with excellent business presence and communication skills;
- Entrepreneurial, positive, a sense of humor and a can-do attitude; and
- Strong customer service orientation supported by a work style that is disciplined, systematic and results/action oriented.

LOCATION

Calgary, Alberta.

FOR MORE INFORMATION, PLEASE CALL 403-261-8080 FOR:

MONICA SIMPSON (Ext. 324)

CONROY ROSS PARTNERS LIMITED

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E-mail Resumes to: mail@conroyross.com

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