



*Managing Principal, Structural Engineering
Calgary, AB*

Halsall Associates is a national building engineering firm with approximately 370 employees. We have recently become the Canadian arm of Parsons Brinckerhoff which is a 14,000 person international firm specializing in program management and engineering design.

For the fifth consecutive year, Halsall has been ranked as one of Canada's Best Workplaces.

This is an opportunity to lead an established and growing structural business in the Calgary market. The person will join the Western Region and National Structural Practice leadership teams. They will lead business development efforts, growing our team, and oversee the delivery of structural engineering services to clients. They will combine their existing professional contacts and relationships with those of Halsall to develop new, exciting opportunities.

Key role responsibilities include:

Business Management

- Become a member of the leadership team for structural engineering practice*
- Contribute to the business plan for Structural Services in the Western Canada region*
- Manage business performance to achieve the targets in the plan*
- Effectively manage the employees in the business unit on a day-to-day basis*
- Assemble, coach and develop a cohesive team that exceeds client expectations*

Business Development

- Lead client development activities generating new consulting engagements and a sustainable stream of project opportunities in the market
- Manage client relationships and contribute to us being seen as a desired project partner
- Represent the firm in the market through involvement in client and industry forums
- Develop new business leads by combining your existing contacts and Halsall relationships
- Lead project pursuits and the proposal development process
- Develop strategic alliances and project partners to secure new work
- Participate in negotiations to secure contract awards

Project Leadership

- Partner with clients to set project targets and success factors for building design projects
- Manage project teams, accepting responsibility for deliverables & outcomes
- Provide technical expertise and design review on structural designs
- Ensure quality control throughout the design process and manage project risk(s)
- Generate innovative designs for buildings using a range of design approaches and systems
- Generate client reports and engineering specifications
- Maintain an advisory role to clients throughout the entire engineering project
- Be accountable for the financial management for projects - budgets and billings
- Participate in practice development and our knowledge management system

Requirements:

- Bachelor degree in Civil Engineering or Applied Sciences. P.Eng license is required.
- Minimum 10 - 15 years' experience in an engineering firm with a focus on building design

- Proven experience managing the delivery of large structural projects and teams'
- A strong industry reputation and proven business development skills
- An accomplished structural designer and modeller (ETABS, SAP, RISA, RAM, SAFE, etc.)
- Experience working with iconic structures is considered an asset

Characteristics:

- Passionate leader and developer of teams and great careers
- A natural story teller with exceptional communication skills
- Organized, self-starter with a strong entrepreneurial spirit
- Committed to team success, knowledge share and continuous improvement

Please submit your resume and cover letter [ONLINE](#).

We appreciate your interest in joining the Halsall team. Our group will be following up with only those candidates who are of interest to the firm. Halsall is an equal opportunity employer.