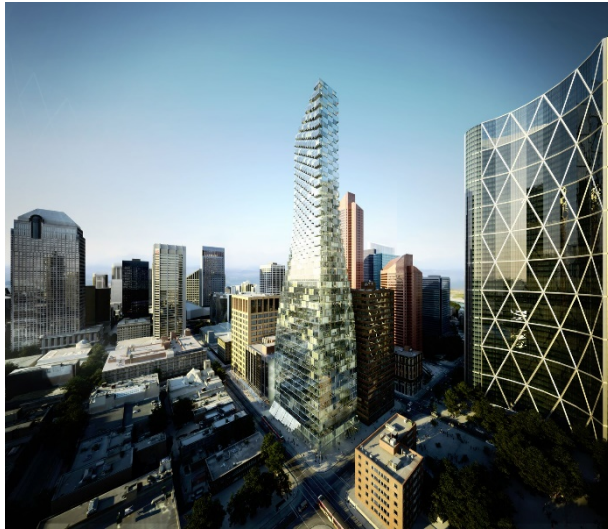




Glotman · Simpson
CONSULTING ENGINEERS



OPPORTUNITY PROFILE |

REGIONAL DIRECTOR, ALBERTA - CALGARY



ABOUT GLOTMAN•SIMPSON

Glotman•Simpson, one of North America's leading structural engineering firms, has been providing innovative solutions and unparalleled client service since 1964. For over 50 years, they have been delivering quality, cost conscious structural engineering consulting services for more than 5,000 projects in the areas of high-rise residential, seismic upgrade, commercial, industrial and institutional buildings.

THE OPPORTUNITY

Glotman Simpson is currently looking for a self-motivated individual, with superb interpersonal and communication skills to play a key role in Project Management and growing the client base in Calgary, Alberta. The Regional Director, Alberta will report to a Principal that works out of Vancouver and Calgary, and will lead a small team based in the Calgary office. He/she is an individual who will be key in the continuing development and expansion of our business, and growing the local team. You will be accountable to lead and perform business/project development, and winning work by attracting great clients and projects. You will also oversee project delivery from conceptual design through construction to completion. This role will be responsible for leveraging technical expertise to deliver quality projects, while building, establishing and maintaining strong relationships to grow the business, win work, and extend service offerings. Working with our firm's Principals/Associates, you will lead and direct all aspects of design, from conceptual design and managing staff through detailed site review and construction administration processes as well as interface with clients as part of client management and business development in the Calgary area. This is a Principal track position.

KEY RESPONSIBILITIES

Leadership & Mentoring

- Play a corporate leadership role through the support of various initiatives which may be either technical or related to a business function.
- Assume accountability to lead a profitable, growing business across Alberta.
- Provide overall leadership to staff and teams while ensuring to foster a collaborative environment where

knowledge is shared and creative solutions are supported.

- Responsible for attracting high potential staff and developing existing staff through providing mentoring and ongoing feedback.
- Take an active role in corporate leadership by contributing to the sector/service strategy and internal committees (Technical, BD, Marketing, Production Management, QC, etc.)
- Participate in industry related committees, events, and programs to increase Glotman Simpson's profile within the architectural, engineering, and construction (a/e/c) sector.
- Foster a corporate philosophy that promotes the values of creativity, collaboration, and respect to business development, resourcing, and technical expertise to support and grow the Glotman Simpson company culture.

Business Development & Client Relations

- Accountable to lead the in-market business development function for the region by strengthening existing relationships and actively developing new relationships with potential clients including Architects, Developers, Contractors and Owners.
- Mentoring other team members, as appropriate, in business development through example and training.
- Provide creative and technical input into proposal development working closely with the marketing team to clearly demonstrate Glotman Simpson's capabilities.
- Maintain existing client relations by ensuring issues are resolved in a timely manner and services offered exceed the clients' expectations in terms of quality.
- Winning work is a major component of the Director's role.

Technical Delivery

- Act as a subject matter expert in engineering technologies, methods and practices providing technical oversight to projects and to Principals/Associates and engineers ensuring a high level of engineering. Conduct and/or oversee technical reviews while instilling adherence to QA through established guidelines and best practices.
- Stay current with emerging trends and market shifts to suggest and implement best practices. Investigate and promote the use of advanced methods, techniques, technology or processes within project teams and throughout the firm.
- Together with the Principals/Associates, engage and implement quality control measures and activities supporting a continuous improvement mind set and a commitment to delivering quality work.
- Oversee the delivery of preliminary and detailed designs as required and mark-ups and the coordination of specifications, and terms of reference complying with relevant codes and standards.
- Responsible to ensure the signing and sealing of drawings as needed ensuring a high level of professional integrity and a commitment to high quality standards.

Project Management

- Responsible for effective project management including regular oversight of project budgets.
- Act as the project principal on various projects to ensure the delivery of a high level of service. Implement and monitor quality assurance programs to ensure services offered exceed client's expectations.
- Ultimately responsible to ensure strong and ongoing client correspondence and communication ensuring the client and other stakeholders are kept abreast of issues and that resolutions are timely and are well managed.
- Provide technical expertise and guidance leading small to large scale projects through effective management and coordination, ensuring a high level of service.
- Delegate and supervise construction review as well as mentor and coordinate with field staff.

- Interact with firm Principals on business development efforts and standards within the structural design department.

THE PERSON

- Degree in Civil Engineering, with structural specialty.
- Minimum of 8 years' experience (strong structural design experience in reinforced concrete and steel structures).
- Registered as a Professional Engineer.
- Experience in building and maintaining strong relationships with customers, consultants, clients and site personnel.
- Familiarity with AutoCAD and REVIT.
- Excellent communication skills, both written/verbal, analytical, thorough, resourceful and detail-oriented.
- Committed to providing exceptional service and technically excellent.
- Able to interact professionally with all levels of business personnel and build strong working relationships.
- Skilled in leadership and project management.
- A positive team player with the ability to work independently and manage multiple tasks, priorities and deliverables.
- A quick learner with a desire to grow professionally and personally.
- A difference-maker, inquisitive, innovative and hard working.



COMPETENCIES & PERSONAL CHARACTERISTICS

ENTREPRENEURIAL – Ability to seek out and recognize business opportunities and remain current on business developments within the industry. Ability to develop and maintain mutually beneficial relationships with clients and other stakeholders.

LEADERSHIP SKILLS – Ability to motivate and provide clear direction to project teams, set high performance standards, create climate of accountability and demonstrate highest levels of integrity in all relationships and dealings. Makes decisions and acts with the broader organization in mind.

PROBLEM SOLVING AND DECISION MAKING – Ability to take decisive action when required to or under conditions of uncertainty. An unwavering customer service focus.

BUSINESS ACUMEN – Understands the business, the details and big picture. Excellent negotiation skills.

COMPENSATION

A competitive compensation package will be provided including an attractive base salary and excellent benefits. Further details will be discussed in a personal interview.

FOR INFORMATION: PLEASE CONTACT

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