



Senior Engineer and Manager of Business Development

Summary/Objective

Our Fort Collins, CO office is seeking a Senior Engineer and Manager of Business Development. This position is multi-faceted and at a high level, encompasses both engineering/asset management consulting services and business development responsibilities.

Essential Duties and Responsibilities:

- Engagement in leading and contributing to various engineering/asset management consulting projects
- Maintaining and growing relationships with existing and new utility clients
- Developing proposals and scope(s) of work for response to RFQ's, RFP's etc.
- Managing project-assigned staff, schedules, and budgets
- Mentoring and engaging T&D Services junior staff in utility business development
- Further development/enhancement of quality assurance/quality control plans and procedures for engineering, design, and asset management projects
- Business development
 - Services (oversight and responsibility) including:
 - Securing new clients and projects and relationship development
 - Identification, evaluation, and development of new service offerings
 - Provide vision and action plans to help grow engineering/asset management consulting services
 - Products including
 - Supporting Director of Sales and Marketing/Products
 - Identify potential new product development opportunities and/or product line acquisition opportunities

Qualifications/Education/Experience:

- Bachelor's degree in engineering, business, marketing, finance, or related field
- Professional Engineer preferred
- 15+ years in utility asset management, with a proven track record in project management
- Knowledge of utility financial structures and executive reporting processes
- Strong organizational and planning skills
- Effective motivational, leadership, and team management abilities
- Good analytical abilities and aptitude for problem-solving
- Excellent communication skills both internally and externally
- Competent with Office 365 applications

Competencies:

- Technical Orientation
- Adaptability and Dealing with Ambiguity
- Results Driven
- Customer Focus
- Relationship Partnering and Approachability
- Problem Analysis and Critical Thinking
- Communication



Special Requirements - Pre-employment checks will require satisfactory results of the following screens:

- Background Check
- Motor Vehicle Driving Record
- Drug Test (including controlled substances)
- Education and Employment Confirmation
- Reference Checks

Supervisory Responsibility: Yes

Work Environment / Physical Demands:

- This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets, and fax machines.
- This job will require occasional travel and fieldwork. While performing some of these duties, the employee will be exposed to outdoor weather conditions.
- In the office work environment, the employee is regularly required to sit, speak, and listen/hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 25 pounds. The noise level in the office work environment is usually quiet.
- The employee must have the sufficient physical ability and mobility to occasionally travel and work in a field environment; to walk, stand, sit, and operate a motor vehicle; to frequently stoop, bend, kneel, crouch, run, crawl, climb, reach, twist, grasp and make repetitive hand movement in the performance of fieldwork; carry, push and/or pull amounts of weight up to 50lbs.; to operate assigned equipment and vehicles; ability to verbally communicate to exchange information with the public; ability to see and hear in normal range with or without correction.

Position Type/Expected Hours of Work:

- This is a full-time exempt/salary position
- This position will require occasional travel, including overnight and weekends.

Other Duties:

The above job description is not intended to be an all-inclusive list of responsibilities and performance standards of the position. Incumbents will perform other job-related duties as assigned.

Salary Range: \$125K to \$140K annually, plus discretionary bonuses.

Benefits Include:

- Health Insurance (Medical, Vision, and Dental)
- STD / LTD/ Life Insurance
- 401(k)
- Paid Leave (Holiday, Vacation, Sick, etc.)
- Wellness Program
- Development Opportunities

About EDM

An employee-owned corporation, we're a fun, smart, and talented group of people who genuinely enjoy our work and make a difference! Whether it's engineering, asset management, geospatial, wildfire mitigation, or environmental solutions, we support our utility clients in positive and innovative ways, to contribute to society and sustainably manage and protect the natural environment.

EEO Statement

EDM is an Equal Opportunity Employer.

To Apply: Email your resume and cover letter to jobs@edmlink.com