



Prequalified Ready Employees for Power
Preparing Tomorrow's Energy Professionals

Prequalified Ready Employees for Power Intl
www.prepintl.com

5113 Piper Station Drive, Suite 206
Charlotte, NC 28277-6690
Office 704.752.6414
Fax 704.752.4224

A Division of Sadinsky & Partners Intl, LLC
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PREP Intl Position Profile – Sr. Vice President - Client Service Manager Water Resources, Miami, FL
\$120 - \$140 K + Bonus + Full Relocation

Major National and International Engineering and Construction Firm seeking leader for fast growing southern FL market. Seeking a senior environmental engineer with client service management experience advancing environmental solutions for a variety of clients types with complex environmental challenges. This is a leadership role coordinating engineering and planning in collection, pumping, storage, distribution and treatment for water, wastewater and storm water.

This SVP Role will gather intelligence, develop qualifications/proposals for providing award-winning solutions in large projects collaborating with an in-house, multi-disciplinary team on a wide variety of project types.

Responsibilities include:

The Sr. VP of Water Services provides leadership to a growing client base in FL. The successful candidate will lead and manage client service activities as well as direct or manage projects and project teams.

- ⊖ Management level project delivery oversight and practice building / leading activities.
- ⊖ Identify & develop new business opportunities and deliver responsive, high quality services/projects.
- ⊖ Managing client relationships with clients and strategic business development efforts.
- ⊖ Securing new work and successfully negotiate and manage contracts.
- ⊖ Oversee work and project managers to ensure delivery of quality projects.
- ⊖ Responsible for mentoring and staff development including performance assessment and coaching.
- ⊖ Contribute to firm's stature by actively participating in leadership roles in the community and/or professional societies.
- ⊖ Report to the regional operations and market leaders and assist with annual strategic and tactical planning activities.
- ⊖ Drive the preparation of large and strategic pursuit marketing proposals and presentations for targeted clients.

Requirements:

- ⊖ A minimum of 15-20 years of professional level experience in water supply planning, water and wastewater treatment, and alternative delivery methods.
- ⊖ B.S. or Masters degree in Civil or Environmental Engineering - Florida PE required.
- ⊖ Proven track record of winning work and serving clients through unblemished client references and name recognition throughout Florida and specifically in the Miami Dade and Broward County areas.
- ⊖ Demonstrated success in business development and long-term relationship management for municipal clients. Candidate must have managed and directed large water supply, treatment, and/or utility projects from start to finish with high level of profitability and client satisfaction.

About PREP Intl - Since 2009 PREP Intl has sourced, referred and placed dozens of men and women into various sectors of infrastructure from Electrical Power Systems (Fuel, Generation, Transmission, Distribution, Markets and Regulation) to Oil & Gas and Right of Way (ROW). All assessment, selection and referral decisions are made on the basis of bona fide occupational qualifications and not on the basis of race, sex, creed, national origin, gender, sexual preference, age, disability, employment or veteran status. Qualified women, veterans and the disabled are encouraged to apply.

Interested candidates should register and complete a Career Interest Questionnaire at www.prepintl.com

Matt.sadinsky@prepintl.com

704.641.4417