

Regional Director of Highway Design & Engineering- Ohio

Responsibilities:

Ensuring the achievement of short and long-term goals for operations, workforce planning, financial performance and growth.

Marketing the firms services, acquiring and signing contracts, and serving as the firms contact with specific clients.

Directing all activities of the office including budgets, sales, cash management and overhead management.

Acting as Practice Builder to provide leadership in planning, directing and implementing an aggressive marketing/business plan to leverage existing relationships and develop new relationships to gain additional work.

Serving as client/project manager for major clients and providing leadership to staff assigned to the projects.

Building a strong and effective team based upon the principles of leadership and empowerment.

Attracting experienced staff members, who bring client relationships, strong technical credentials, and a solid reputation.

Managing and expanding existing client relationships and pursuing new client relationships.

Qualifications:

Bachelors degree in Civil Engineering required.

An advanced degree in Civil Engineering or a Bachelors degree in Civil Engineering with an MBA preferred.

Minimum of 15 years related experience in a Civil Engineering firm. PE preferred.

Certification Required PE