

Coastal Restoration Practice Leader

Location: Louisiana - Baton Rouge

CDM Smith provides lasting and integrated solutions in water, environment, transportation, energy and facilities to public and private clients worldwide. As a full-service consulting, engineering, construction, and operations firm, we deliver exceptional client service, quality results and enduring value across the entire project life cycle.

Job Responsibilities

Join our team in Baton Rouge! We have a new opportunity for an experienced Coastal Restoration Practice Leader to be responsible for the following:

- Lead and support strategy and implementation to grow Gulf Coast environmental restoration, engineering, and resiliency business in the Gulf Coast states, including ecosystem and coastal restoration, civil works, green infrastructure, and other RESTORE and OPA projects and programs.
- Develop and maintain strong client relationships with decision makers and senior management at client organizations and targeted agencies along the Gulf Coast.
- Conduct effective sales activities including identifying projects within the Coastal Market and effectively working with members of the Sales Team and Water Resources Technical Strategy Leaders and Taskforce to develop winning proposals and presentations.
- Responsible for developing and leading and supporting large, strategic projects and new business pursuits.
- Understand client needs, develop solutions, and create proposals to meet client and project needs.
- Develop partnerships with strategic sub-consultants and create teaming arrangements needed to win and perform work and that meet the firm's business objectives.
- Develop partnerships with and collaborate with CDM Smith public, federal and industrial business units to successfully grow and deliver Coastal Restoration Market portfolio.
- Assist Gulf Coast Sales and Delivery Team in meeting annual revenue, profit, and cash management goals and align the team to achieve future strategic growth objectives.
- Continuously improve client satisfaction and opportunities for repeat business through delivering project execution in a manner that meets or exceeds client expectations.
- Provide input and leadership during annual sales, revenue, utilization, and profitability business plan development for the coastal restoration and engineering market within the Gulf States.
- Drive staff retention, hiring and growth through improved staff engagement, leadership of recruitment of new professional and strategic staff.

Job Requirements

- 12 years minimum experience
- Bachelor's degree in Science with professional scientist registration, certification, or Master's degree in Science
- Regular and/or domestic travel is required The frequency of travel is contingent on specific duties, responsibilities, and the essential functions of the position, which may vary depending on workload and project demands.

We attract the best people in the industry, supporting their efforts to learn and grow. We strive to create a challenging and progressive work environment. We provide career opportunities that span a variety of disciplines and geographic locations, with projects that our employees plan, design, build and

operate—as diverse as the needs of our clients. CDM Smith is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status.

Qualified candidates should apply by clicking on the link below:

<https://sjobs.brassring.com/TGnewUI/Search/home/HomeWithPreLoad?PageType=JobDetails&partnerid=25038&siteid=5220&areq=22816BR&code=LouisianaEngineeringSociety>