

HDR, Inc.
Business Development Manager
Los Angeles, CA 90049

HDR is an employee-owned architectural, engineering, planning and consulting firm that excels at helping clients manage complex projects and make sound decisions. Approximately 6,000 professionals, including architects, engineers, consultants, scientists, planners and construction managers, in over 140 locations worldwide, pool their strengths to provide solutions beyond the scope of traditional A/E/C firms.

Description:

Position can be located in one of the following HDR offices: Los Angeles, San Diego, Irvine, or Riverside.

HDR Engineering is experiencing tremendous growth in the west and is currently seeking a Business Development Manager to serve in a program principle role. This leadership position will oversee the business development program for a \$10 million dollar business group that includes water resources, environmental sciences, solid waste and power in southern CA. The position will be responsible for identifying opportunities to help clients solve major planning and infrastructure implementation needs. It is strongly desired that this individual have a technical background in surface water, flood management, storm water management, water rights, and related eco-system restoration and water supply studies and projects. Other suitable technical background may include environmental sciences or solid waste.

The ideal candidate will have broad relationships with federal, state and local agencies involved in water and environmental issues and serve as a focal point for HDR externally in the marketplace and help expand the client base. The candidate will shape HDR's go to market plans, build internal teams, position HDR to win work, and grow market share.

Experience Required:

Qualified candidates should have a bachelor's degree in engineering, planning, environmental sciences, public administration or business with 10+ years of technical or business development experience in a consulting firm or a government agency. The candidate should be known in the Southern California water resources and/or environmental sciences community and have a solid track record of identifying business opportunities. The candidate should be a strong leader and excellent communicator with clients and staff.

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