
The Opportunity

Reporting to the Project Managers, the **Project Development Engineer** is directly responsible for Identifying and evaluating potential project leads and opportunities.

The Organization

The Organization is a fast growing engineering firm with projects worldwide. This respected and well known engineering company is dynamic and fluid in its business approach. Working with a diverse group of engineers, project managers and support staff this team operates with a flat structure requiring team members to be self-motivated but highly collaborative. A specialist in the Waste Water Treatment sector with a network of sales associations and consultants throughout the USA and Canada.

The Candidate

The right candidate will possess 4-6 years' experience as a Civil or Environmental Engineer with preference going to a candidate with direct Waste Water Treatment experience. You will be comfortable working with multiple professionals in a very dynamic environment. You will be an up and coming professional who is articulate, confident and yet humble and extremely eager to learn. You will enjoy traveling to small rural communities in the USA and meeting consultants, potential clients and networking at trade shows. Possessing strong communication skills, being well organized, analytical, detail oriented, teachable, and a big picture thinker are all attributes of this role.

Position Requirements

- 4-6 Years Experience as a Civil or Environmental Engineer
- Professional Engineering Designation (P.Eng) not necessary, but preferred
- Experience in the Waste Water Treatment industry preferred but not required
- Works closely with other engineers in the Project Development Department

Primary Responsibilities

- Identify and evaluate potential project leads
- Acquires design requirements and parameters from customers, including site visits as required
- Discuss preliminary project information with President to determine project viability and if viable the proposal approach and strategy
- Preliminary process engineering/design for project leads
- Drafts proposals and standard specifications to be reviewed by President or engineering manager
- Follow up on project leads and proposals
- Identify, contact, and establish relationships with consultants and customers\Handle project leads to the point of receipt of purchase order or signed contract
- Maintains list of references, including follow up with existing customers
- Travel 6-8 days per month (2 trips per month on average each being 3-4 days in length)