

Seeking Experienced Vice President

An Oakland, California-based transportation systems engineering and construction management firm seeks an experienced, detail-oriented senior executive to serve as its corporate Vice President. The ideal candidate must be a proactive leader interested in career and financial growth who is highly organized and self-motivated. This candidate must have a minimum of 12-15 years of prior experience in the transportation industry, in construction and infrastructure management, and intelligent transportation systems. The Vice President will ensure the quality of work delivered to clients and partner firms; direct and oversee the firm's operational policies, objectives and initiatives; as well as plan and develop various short-term and long-term company growth strategies. Approximately 80 percent of the work is in Northern and Southern California. The candidates' information and interest in this position will be kept confidential. The pay is competitive.

The successful candidate has experience and technical expertise in transportation, and has industry contacts. The Vice President will perform the following tasks:

- Generate revenue and grow the firm.
- Establish and maintain ongoing contact with the company's clients/prime contractors and receive feedback on all aspects of the firm's contracted scope of services to ensure a high quality of deliverables and services.
- Review and approve client invoices prior to submittal and resolve budget and contract modification issues, as directed by the CEO.
- Interface directly with client/prime consultant to address and resolve concerns.
- Obtain knowledge of the client's operating environment and be available to offer and provide additional services as-needed.
- Review and evaluate all contracts and agreements prior to the firm's acceptance of them.
- Assist with marketing and the development of responses to proposals to maximize the firm's potential for successful bids.
- Attend various business and social functions to promote and represent the firm.
- Continuously build and maintain business alliances and partnerships to facilitate the growth and success of the firm.
- Develop and cultivate new client/agency relationships in target markets to establish and facilitate new business opportunities.
- Establish and maintain project/client contacts to identify and prioritize potential projects and teaming opportunities.
- Maintain contact with all clients, agencies and target markets through personal contact, correspondence, professional associations and trade publications.
- Manage or delegate the management of on-site and off-site employees assigned to projects.
- Prepare and delegate daily and long-term work assignments.
- Provide guidance and direction to staff to assist in their professional development.
- Assure that employees adhere to the firm's policies and procedures.
- Facilitate the firm's senior staff meeting.
- Plan, schedule and distribute incoming work to appropriate personnel.
- Fill in or cover for the President.

Minimum qualifications:

- B.A./B.S. degree in engineering, business or related field required
- Licensed California professional engineer or M.S./M.B.A. highly preferred

You must use the APPLY link below to apply for this position. The link will direct you to the Careers Portal on our website. Please submit your cover letter describing why you are the ideal candidate for the position and your resume. Please submit your documents in Microsoft Word format.

[APPLY](#)