

Date: September 2020

Position: Business Unit Manager, Environment & Climate - Consulting

Location: Bourne, MA office

Status/Hours: Exempt, full-time, includes travel

Date of Commencement: As soon as available

THE IDEAL CANDIDATE WILL POSSESS THE FOLLOWING ATTRIBUTES:

- Deep experience with environmental sciences and engineering consulting business
- Recognized leader in consulting field of expertise related to coastal environmental science and/or engineering
- Strategic, goal-oriented thinker with focus on revenue growth
- Strong team leadership and motivational qualities, with hands-on approach
- Passion for the environment
- Other characteristics:
 - Ability to create strong, relevant, and mutually beneficial client relationships facilitating business development growth
 - Business management, planning, budgeting, and P&L experience
 - Group presentation and public speaking skills
 - Excellent technical writing capability
 - Sound judgment; ability to multi-task; decision-maker

Duties and Responsibilities

Under the direction of the CEO of Woods Hole Group, the Business Unit Manager shall serve a two-fold consulting and business unit manager position:

1. Manage consulting teams focused on Coastal Engineering & Modeling, Coastal Sciences & Planning, Coastal Measurements & Sediments, and Applied Ecology & Sustainability:
 - a. Lead teams to develop business in established and new innovative markets throughout USA, and internationally via partner networks.
 - b. Meet or exceed financial goals set together with the CEO for this Business Unit; monthly financial reviews and actions to achieve plans and optimize margins.
 - c. Motivate and lead members of the Environment & Climate Business Unit, including staffing decisions (e.g., staffing, training, review, and reward).
 - d. Actively contribute to Woods Hole Group senior management team, including collaboration with other business units and parent corporation CLS
2. Practice as a Senior Consulting professional in established area of expertise:
 - a. Identify new opportunities, lead proposals, secure new contracts
 - b. Provide consulting services to clients (i.e., be billable / utilized)
 - c. Manage projects



Supervisory Role

The Director will directly supervise Team Leaders, and other staff as appropriate.

Education and Experience

Minimum, qualifications for this position are a Bachelor's Degree in Environmental Science or Engineering, ideally with a coastal or climate focus, or a related field of study. Master's Degree or Ph.D. preferred, as are PWS, P.E. or other related certifications. Ten (10) or more years of work experience in consulting and management is anticipated.

Working Environment

The work is performed primarily in an office environment and involves use of computers and other office equipment. Regularly scheduled working hours are 8:00 am - 5:00 pm, Monday through Friday. The position may require work other than established hours to satisfy company or client requirements and for travel.

Physical Demands

The work is principally sedentary in nature. The individual must be able to operate a computer and other office equipment and speak over the telephone. There are no unusual physical demands of this position, unless the individual's established area of experience includes field work.

Travel

The job may require local, national, or international travel, occasionally involving weekends.

Salary

DOE

Benefits included

- Competitive wages and a performance-based bonus compensation program
- Aggressive 401(k) matching program
- Paid health insurance
- Paid vacation/holidays
- Professional work environment

Individuals who succeed at Woods Hole Group are pleasant, hard-working, self-starters who share a passion for innovation and commitment to high quality work. Further information about the company:

If this opportunity matches your experience and career vision,
please send resume outlining education, work experience and salary history to:

E-mail: envbumanager@whgrp.com

www.woodsholegroup.com

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