

# Director of Structural Seismic Engineering

## THE ROLE

We are on the hunt for a Director of Structural & Seismic Engineering to join the team. Responsible for the Structural and Seismic Engineering teams, you will report directly to the CEO. As well as establishing and maintaining client relationships, you will be required to co-ordinate different groups and manage multi-disciplinary teams. You will proactively identify business opportunities and potential growth areas and provide input into the strategic direction of the organisation.

## RESPONSIBILITIES

### Our Business

Assist in strategic and business planning, as well as achieving our "Best Place to Work" goal.  
Actively contribute in the development of emerging leaders, strategic planning with the executive team, budget planning and building, staff development and talent management.  
Ensure all Blue Barn health & safety measures are adhered to.

### Structural & Seismic Strategy

Set and execute the team's strategy in alignment with company strategy to achieve growth and profit targets.  
Lead business development, proactively contributing to overall business development objectives.  
Ensure the team's revenue and profit targets are achieved.

### Technical

Lead the technical development of the team and assist in HR.  
Coordinate resource utilisation, project prioritizing, service consistency, and deliverables.  
Ensure timely and adequate technical support is provided, that all work undertaken is in accordance with appropriate professional and technical standards and practices, and that all Blue Barn QA procedures are adhered to.  
Provide ongoing support toward maintaining a safe working environment.

### Strategic

Manage clients and maintain regular contact with them, ensuring you understand their present and future needs, as well as their satisfaction with services provided.  
Prepare and deliver pre-approved technical papers for recognised journals or conferences, and promote projects in which you have been involved which incorporate innovation to be considered for a nationally recognised awards by peers and other organisations.  
Assist in strategic and business planning, and ensure marketing through client satisfaction.

### Project Management

Act as Project Director / Manager where required, ensuring all deliverables meet client's key objectives.  
Lead planning and organisation of engineering tasks.  
Co-ordinate and control activities to achieve technical quality, budget, programme, and client satisfaction.  
Manage own projects with timely and clear reports to clients and project teams, invoice preparation and appropriate use of systems.

Communicate regularly and seek feedback from clients and teams, reflecting personal and team performance, and applying learnings and improvements.

Provide leadership support to project teams, ensuring timeous completion and quality within budget.

Ensure achievement of planned profit by managing project financial control and profitability.

Administrative support and team coaching to maximise enjoyment and ensure successful project outcomes.

#### Business Development

Identify new areas of business and prepare business cases, as well as identify, contact and establish new clients. Lead bids/proposals and prepare briefs, fee estimates and project plans, as well as establish and incubate new teams within new business areas.

Develop negotiating strategies by studying integration of new ventures, risks and potentials, and estimating partner needs and goals.

#### People Leadership

Regularly update teams on training requirements, work allocation, resourcing, deadlines and deliverables.

Assist the CEO in establishing culture and individual standards, as well as nurture and develop staff to reach their full potential, providing regular coaching, reviews and planning for their training needs and on-the-job experience.

#### Financial

Ensure projects are completed timeously, within budget, to the required standard, and that planned profit is achieved.

Ensure projects adhere to financial control, invoicing and reporting requirements, and lead all monthly invoicing.

If this is a role that excites you and you want to work for a company at the forefront of taking care of their people, we would like to speak to you.

Contact Phil Bull 0275 333 809