

## WATER & ENERGY REGIONAL SERVICE LINE DIRECTOR M/F

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Company: Egis

Location: Poland

Category: other-general

### General information

#### Organisation

Egis is an international player active in the consulting, construction engineering and mobility service sectors.

We design and operate intelligent infrastructure and buildings capable of responding to the climate emergency and helping to achieve more balanced, sustainable and resilient territorial development.

With operations in countries, Egis places the expertise of its 18, employees at the disposal of its clients and develops cutting-edge innovation accessible to all projects.

Improving people's quality of life and supporting communities in their social and economic development, whilst drastically reducing carbon emissions and achieving vital net zero targets, that's our purpose.

#### Reference

### Position description

#### Job title

WATER & ENERGY REGIONAL SERVICE LINE DIRECTOR M/F

#### Contract type

Permanent contract

#### Job description

-Establish and maintain effective region service line organizational structure and skill base to

meet the needs of the service line grouping in the short and longer term

- Provide support to the Service Line in developing region based business plans for entire grouping of business sub services,
- Evaluate and plan for future market conditions and align the strategy to take advantage of any changes or opportunities, industry trends and break through innovations, as well as support potential M&A activities (target identification, due diligence and potential integration)
- Work closely with peers within the region to create and develop synergies across business and service lines
- Ensure that Sustainability, Environment and Quality are the responsibility of all employees
- Demonstrate effective innovation leadership at all times to enhance the organisations commitment to sustainable performance
- Responsible for maximizing financial results of the service line within the region including profit and loss, fixed assets, capital expenditure and receivables
- Responsible for executing and ensuring effective delivery of operational and budgetary objectives
- Establish PL forecast revenues and profits in accordance with prescribed guidelines and ensure effective teamwork to meet or exceed targets
- Complete commercial evaluations and pricing recommendations to the organization with regards to the service lines services
- Executive Management of the Service Line resources in region
- Responsible for planning, operation and growth of domain group in the respective region
- Work with HR, Tender Unit, and country managers in order to manage operational planning and staff utilization including future project demand planning, talent acquisition, mobility and retention
- Responsible for service line group operations to ensure service performance, quality, and efficiency, and cost-effective management of resources as per objectives
- Significant commercial efforts (in coordination with the commercial organization) in order to identify and then nurture and develop leads into active opportunities and pursuit plans within set strategy
- Plan and implement effective strategic marketing campaigns, following global service line marketing strategies
- Participate with select clients and key accounts on current and future business opportunities
- Support Country/Area and Regional Sales Teams by providing sales training and marketing

material targeted for application specific opportunities or clients

-Support Tender preparations, acts as bid manager or ensures such resources are available where applicable for a successful tender preparation

-Ensure Country/Area and Regional Sales Teams have support through sales training and marketing material targeted for application specific opportunities or clients utilizing service line global technical experts to support regional ambitions.

Lead the way on people management

-Drive strategie for recruitment and retention

## **Profile**

### **SKILLS and KNOWLEDGE**

Technical and Commercial knowledge of the Water & Energy Service Line activities or sub services

Experience working with IFIs as well as public & private sector clients in region

Knowledge of contracting, negotiating, and change management. Skill in examining tenders, market conditions and operational requirements. Experience in sales and marketing

Knowledge of finance, accounting, budgeting, and cost control principles including Generally Accepted Accounting Principles. Ability to develop financial plans and manage resources.

Ability to analyze and interpret financial data. Ability to prepare financial reports, statements, and projections

Knowledge of communications and public relation techniques. Ability to develop and deliver professional presentations

Work requires professional written and verbal communication and interpersonal skills.

Ability to communicate and interact with officials at all levels of government and clients. Work effectively across a diverse multicultural multilingual community

Interactive client presentations, commercial road shows, speaking at conferences and events to promote Egiss services

## **Position location**

### **Job location**

Europe, Poland

**City**

Warsaw

**Candidate criteria****Minimum level of education required**

6-Engineers degree

**Minimum level of experience required**

2-5 years

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