



Natural Resources Market Group Leader

Morrison-Maierle, Inc. has an exciting opportunity for a **Natural Resources Market Group Leader**.

Morrison-Maierle is an employee-owned firm that has offered a broad range of engineering and scientific services for over 70 years. Morrison-Maierle serves the Western United States from offices in Casper, Cody, Gillette, and Sheridan, Wyoming, as well as Billings, Bozeman, Great Falls, Helena, Kalispell, and Missoula Montana, Spokane, Washington, and Phoenix, Arizona.

We have built our reputation by creating solutions that build better communities. As a regional firm, Morrison-Maierle has approximately 300 employee-owners and is currently ranked within the *Engineering News Record's* “**Top 500 Design Firms**” and named as one of the “**Best Firms to Work For**” by the Zweig Group.

Natural Resources Market Group Leader	
Opportunity	<p>This position assumes the responsibility to lead the firm-wide Natural Resources Market Group which is currently made up of approximately 15 staff comprised of engineers, scientists, and CAD designers. We are looking for someone that also has enthusiasm for helping grow this group. This is a position that serves on the Company’s Senior Management Team.</p> <p>Specific responsibilities include:</p> <ul style="list-style-type: none"> • Demonstrates technical expertise as an engineer or scientist within the natural resources market. The natural resources group is looking to expand in dam safety, floodplain, stream restoration in all regions, as well as expand in irrigation design in the Wyoming region. • Initiates, manages and assists in building client relationships including maintaining, expanding and enhancing existing client relationships, forging new relationships with prospective clients and securing profitable new work. • Develops market group business development plans in conjunction with other senior managers throughout the company responsible for business development, and in accordance with the firm’s Strategic Plans. • Assumes the responsibility to plan, organize, direct, coordinate all of the activities (administrative and technical) of assigned market group. • Develops and maintains a broad, complete, and thorough understanding of the natural resources market in all regions served by the firm. • Coordinates company-wide attendance at conferences where clients within the natural resources market are likely to attend. • Selects and mentors Client Service Managers (CSMs); reviews CSM assignments annually. • Uses the firm’s Client Relationship Management system, client feedback system, and leads others in the same activities.

	<ul style="list-style-type: none"> • Develops, in conjunction with senior management, a strategy for meeting annual sales goals. Monitors company-wide business development efforts and makes adjustments in response to market conditions. • Works directly with senior management as appropriate to coordinate and resolve business development, technology, human resource, financial and operational matters affecting the market group and project delivery. • Communicates with senior management on matters of business development, project schedules, manpower needs, new work, client relations and financial results. • Travels to Morrison-Maierle offices, client sites and conference/business development venues as necessary to lead and support activities that impact assigned market group. • Responsible for preparing portion of budget related to labor and expense costs associated with market group activities such as business development efforts and conferences. Following approval, operates the market group within that budget in conjunction with senior managers. • Conducts client satisfaction surveys and interviews. • Monitors Quality Assurance and Risk Management procedures for projects assigned to the market group. • Performs as Client Service Manager, Project Manager and Project Engineer as necessary. • Supports and leads activities to achieve Morrison-Maierle's Core Values, Core Purpose, and Vision. • Maintains an active presence on professional social media sites, such as LinkedIn, as required for business activities and promotion of the market group.
Qualifications	<p>Bachelor's or Master's degree in engineering or the sciences related to natural resources. Minimum of 12 years professional experience in delivering consulting services in the Natural Resources market group or closely related field.</p> <p>The successful candidate will possess an entrepreneurial spirit; demonstrate through prior performance the ability to maintain a positive group culture and team building; the ability to assess and utilize differing skills among incumbent and acquired staff; the ability to coalesce a variety of staff to achieve office and company goals; and possess the knowledge and understanding of the financial and operational functions of an organization. This position requires regular travel to all Morrison-Maierle offices, client sites and conferences/business development venues.</p> <p>Preferred qualifications include demonstrated experience in building and managing business relationships with existing clients and prospects at the local, regional, and state level; as well as a background in fostering successful relationships and cooperation across geographic regions.</p>
Location	Any existing Morrison-Maierle office
An Equal Opportunity Employer for Minority / Female / Disability / Veterans	

What's So Special About Working at Morrison-Maierle?

Surrounded by the beauty of the western United States, Morrison-Maierle has offices throughout Montana, Wyoming, Washington, and Arizona. We strive to give our employee-owners work-life balance so they can advance their careers in some of the most desirable locations in the country.

As an employee-owned firm, Morrison-Maierle recognizes that its success, measured in growth and profitability, is the direct result of the contribution and commitment of our employee-owners. The responsibility of ownership is part of our culture and we believe employees should benefit from their efforts and contributions to the firm through an ownership stake in the Company.

Morrison-Maierle is a community-minded company that encourages its employee-owners to become involved in organizations with local and personal significance. We follow our Core Values of integrity, respect, commitment, and excellence in everything we do.

Apply online at www.m-m.net.