



Managing Principal – Healthcare

Overview:

A leading national MEP consulting engineering firm is looking to invest in a key business leader to further build its healthcare business practice. While the firm has pursued and completed a number of significant projects in the healthcare field, they seek an individual who can help drive the growth of the organization through its activity in this sector. This individual will have a strong technical background (PE and appropriate degree), project and leadership experience, and strong relationships with owners and architects in the healthcare area. This highly visible leader will have responsibility for business development strategy and execution, market and client identification, client presentations, proposal and project delivery oversight, and employee hiring and retention for the healthcare practice. Our client provides services to a number of other market segments (commercial, industrial, academic, sports, government, and institutional) and has multiple offices throughout the Eastern US. They provide creative solutions to complex needs and enjoy a strong reputation for excellence. They would like to capitalize more effectively on their reputation for top quality work by targeting focused growth in the healthcare segment.

Challenges:

Even with a strong reputation, good connections with owners and architects (outside of healthcare), and a number of healthcare projects under their belt, competition for healthcare projects is intense and requires an exceptional professional to lead the charge. The winning candidate will face the challenge of identifying low hanging fruit, managing a business development budget, and pursuing the clients and projects that will lead to the growth and long-term success of our client in the healthcare arena. This is a true leadership role that will require vision, focus, and a lot of hard work, but one that offers a superb career opportunity and substantial financial rewards with a company that has the vision, credibility and best-in-class resources to compete with the other top firms in the industry.

Opportunity:

A leading national consulting engineering firm with a tremendous reputation for quality work, our client has a "round hole" in the healthcare arena. They've done projects in healthcare, but they haven't had the strong Principal to drive growth. They need a "round peg" to fill this leadership void. The best and brightest candidates recognize opportunities come in all shapes and sizes. While the overall compensation for this person will certainly reflect the impact this individual will have, the right candidate will be attracted to the chance to work with an extraordinary team of professionals, leverage the company's stellar reputation and resources, and use his or her expertise in healthcare as a springboard to building a truly world-class practice.

The best opportunities are the ones where the unique gifts of the individual can be fully utilized and benefit others around them. The right individual for this opportunity will bring excellence in client development, client management, and project delivery.

Job Scope:

- Responsible for long-term strategy, profitable growth and development of the healthcare practice area through successful business development, project execution, and key employee recruitment and retention

Essential Functions:

- Provide leadership, direction, and vision for the healthcare practice
- Pursue and win profitable projects in the healthcare segment
- Ensure repeat business through oversight of consistently excellent project delivery
- Oversee recruiting, development, mentoring, and retention of healthcare related staff
- Develop business throughout the Eastern US for execution in multiple offices

Experience / Education Required:

- BS in Mechanical or Electrical Engineering, MS or MBA preferred
- PE
- Proven track record for business development and project execution in healthcare
- Excellent communication, writing and presentation skills
- 15+ years of experience

Compensation:

- Highly competitive, but commensurate with experience
- Bonus (20-30% of base salary)

Personal Characteristics:

Leader	Results Focused	Strong Mentor
Relationship Driven	Direct Communicator	Strategic
Goal Setter	High Integrity	Hands-On

Contact:

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