



GREENHORNE & O'MARA

CONSULTING ENGINEERS

Inspired Solutions, Improving Lives

Director of Natural Gas & Energy Programs
Region includes North Central WV, Southwestern PA to Northeastern
PA, and Southwestern NY
Job ID # 1664

Greenhorne & O'Mara, Inc. is a full-service employee owned engineering consulting firm that provides solutions that enhance peoples' lives through better communities, a healthier environment, and a more secure world. G&O supports public and private sector clients with services in the areas of civil, transportation, environmental, and water resources engineering; and information technology, hazard mitigation, and security services.

Through a network of 17 offices throughout the Mid-Atlantic and Southeastern U.S., G&O's cadre of expert teams are involved in a variety of projects located throughout the United States and Overseas. G&O was founded in 1950 and is an employee-owned firm that is consistently ranked by *Engineering News Record* among the top architectural/engineering design firms in the United States.

This unique and rarely available senior level position provides a prominent challenge through the expansion of our business development opportunities within the Natural Gas and Energy Markets in the Pennsylvania, West Virginia, and New York regions. This position offers the opportunity to build relationships with existing and new clients with the potential to become a significant Market Segment within G&O. The contributions and impact of the ideal candidate will be rewarded by a highly competitive salary, performance bonus, and an opportunity for company stock ownership through an extremely generous stock purchase program and participation in the G&O Total Rewards program.

THE OPPORTUNITY:

Basic Qualifications:

- Natural gas exploration, extraction, permitting, or transmission experience
- Proven expertise in Marketing, Business Development, and client relations
- Strong entrepreneurial skills
- Bachelor of Science degree in Civil Engineering, Environmental Engineering or a related field
- Demonstrated ability/knowledge to conduct technical reviews and keep management apprised of the project's progress, performance and manpower utilization
- Active participation in Professional Societies associated with the natural gas industry, environmental and engineering services business.
- Minimum of 5 years of energy related engineering or energy project management experience with at least 5 years experience as a project manager
- Thorough familiarity with environmental regulations and compliance within PA, WV or NY

- Demonstrated project/program management knowledge to manage projects of modest size (\$1M to \$10M in fees) for complex technical and administrative tasks that support multiple technical service areas

Preferred Qualifications:

- Master's degree in Civil Engineering, Environmental Engineering or a related field
- Professional Engineer (PE) license within either PA or WV or the ability to obtain the license within 6 months from date of hire

Job Duties Include:

- New market development
- Strategic development of clients and services
- Direct client development, marketing, business development, and proposal writing within the G&O Natural Gas and Energy Market
- Cross sell G&O services to Natural Gas and Energy clients

Greenhorne & O'Mara prides itself on providing challenges and growth opportunities to individuals wanting to flourish in a professional work environment that allows for individuality, entrepreneurship, and the absolute desire to excel. To express interest in this highly desirable position, submit your resume as follows:

Resumes must include job ID number (Job ID #). Apply online at www.G-and-O.com, or fax to 301-220-1897, or mail to Greenhorne & O'Mara Inc. Attn: Recruitment Services, 6110 Frost Place, Laurel, MD 20707.

G & O offers competitive salaries and benefits including medical, dental, vision, paid vacation, sick leave, holidays and a 401K profit sharing. We conduct pre-employment background and drug tests. eoe/aa/m/f/h/v.