

Our organization is passionately committed to the pursuit of a better world through positive change. Our global network of 9,000 professionals combine vast engineering and business knowledge, working in partnership with our clients to develop market strategies, manage and optimize production, develop new game-changing technologies, and design and deliver complex capital projects. Our corporate roots extend back more than a hundred years, and our experience spans over 150 countries around the world in the metals, energy, infrastructure, digital, and investments market sectors. We work closely with the communities in which we serve to ensure that our solutions optimize environmental protection, economic prosperity, social justice, and cultural vibrancy.

Esterhazy Project Manager/BD Manager

Responsible for operating as a site based business development lead and portfolio manager, acting as the main interface between Hatch and their clients. Territory includes south-east Saskatchewan and is primarily focused on the Hatch managed portfolio of potash projects around Esterhazy, SK.

Key Responsibilities

- Takes ownership of the Hatch business in the region
- Meets with clients to understand their needs and recognize business opportunities
- Fosters positive client relationships.
- Learns Hatch's capabilities to enable cross-selling and business expansion in the region
- Update business opportunities and forecasts in the Hatch business systems
- Prepares proposals and scopes of work in response to client needs.
- Lead and manage the day-to-day operations in the field office.
- Manages cross-functional scope
- Develop detailed scope, cost and schedule control baseline, and manages any project changes
- Carries clear responsibility and accountability for delivery of the project goals as set down by the client.
- Coordinates all client contacts, including major correspondence between Hatch and the client, and maintains working relationships at all levels.
- Monitors and controls all contractual commitments.
- Conducts regular project progress and client meetings.
- Trend and Change Management
- Ensures that project and tollgate reviews are held.
- Directs and reviews all discipline functions
- Supervises multi-discipline teams
- Establishes and manages the invoicing process
- Define and coordinate resourcing requirements with the Project Delivery Group.

Criteria

Essential

- University degree in engineering or other relevant discipline.
- Five to ten years of experience in cross functional leadership roles in a project/operations environment.
- Business development skills.
- Ability to establish effective working relationships and communicate well with project works contractors as well as the project team (Hatch, Client, others)
- Ability to function well in a team environment.
- Commercial awareness.
- Experience in managing multi discipline projects.
- Experience in leadership, management and administrative processes.
- Experience in engineering, procurement and construction, and other project-related activities, their interfaces and interdependencies. Broad knowledge of industry standards.
- Proven background of resourcefulness under pressure.
- Relationship building.
- Strong customer/client focus.
- Judgment problem solving.
- Strong leadership skills/proven leadership skills and abilities.
- Well-developed written and oral communication/negotiation skills.
- Knowledge of construction means and methods including labor, material, equipment, cost and schedule requirements.

Preferred

- Five years relevant potash experience
- Five years site experience
- Advanced safety awareness.
- Working knowledge of engineering, project control systems and construction management.
- Competent management and communication skills
- Strong analytical and problem-solving skills
- Ability to produce workable and timely solutions to a myriad of field issues.

Hatch invites all interested candidates to apply for this position at [Hatch.com](https://www.hatch.com)

We are committed to fostering a workforce in each of our locations that reflects the diversity of the communities in which we operate. Hatch is an Equal Opportunity Employer that considers employment applicants without regard to age, race, colour, national origin, citizenship, religion, creed, sex, sexual orientation, marital status, disability or any other protected status. If you have any special needs requirements, please let us know. We will do our utmost to accommodate, in accordance with applicable local legislation.