

AECOM's Architectural Design practice Buildings + Places (B+P) is seeking an Operations Manager for our Winnipeg office.

At AECOM, we're delivering a better world.

We believe infrastructure creates opportunity for everyone. Whether it's improving your commute, keeping the lights on, providing access to clean water or transforming skylines, our work helps people and communities thrive.

Our clients trust us to bring together the best people, ideas, technical expertise and digital solutions to our work in transportation, buildings, water, the environment and new energy. We're one global team – 47,000 strong – driven by a common purpose to deliver a better world.

Job Summary:

The AECOM B+P Operations Manager, Winnipeg is the Operational leader responsible for the growth and successful performance of our Architectural design practice's Winnipeg office. Key responsibilities associated with this role will include: Operational management and overall strategic direction of the Winnipeg office to ensure financial profitability, leading and driving a proactive culture focused on business development activities positioning the office for sustained and profitable growth, overseeing the technical practice and engaged in the effective management and delivery of projects within the office. This individual will provide business development support, developing and maintaining contracts, in addition to technical direction to key project personnel; and be involved in planning, developing and coordinating project related activities.

Major Responsibilities include:

- Provides day-to-day operational business unit management for the specific office or for specific offices (Net Revenues, EBITA, Utilization, Project Margin, Overhead Expenditures; Backlog growth; AR Collections)
- Coordinates with market segment staff within the Area on pursuits and client development
- Supports the Area Business Unit Leader for teaming partnerships on major pursuits within office service area
- Leads and manages client relationship development within the office service area
- Develop a staff mix to execute current and future projects
- Serves as "Face" of AECOM in the office service area in support of sales and top-line growth
- Provides geopolitical and civil leadership/presence for the office service area
- Manages the effective management and delivery of projects within office service area for business unit
- Collaborates with other Operations Managers in office to support sales and top-line growth as well as sharing of resources as needed
- Leads strong focus on clients, a commitment to excellence and innovation, establishes a safe and healthy work environment, and strong engagement of employees
- Engages Area business services as necessary

- Regular communication with staff to ensure that all initiatives are delivered and executed in a positive and effective manner
- Provide leadership as required to key project personnel to meet client objectives on complex projects
- At the strategic level, provides input and executes the strategic plan to help grow and lead the Buildings + Places business
- Write and coordinate winning proposals, attract new clients and retain current clients as required

Minimum Requirements :

- Bachelor's Degree in Architecture/Engineering (or related field).
- At least 10 years of relevant experience directing multiple projects of various types and complexities, including 2 years of leadership experience.

Preferred Qualifications :

- Advanced Degree a strong asset
- Ability to lead and drive growth of the business
- Strong business acumen, leadership and experience managing teams
- Proven experience leading a team through all phases of a project
- Excellent communication(both verbal and written) and organizational skills
- Strong problem identification and problem resolution skills
- Ability to multi-task combined with strong attention to detail, time management and organizational skills
- Skilled in Microsoft Office (Excel and Word), Outlook
- High level of sound and independent judgment and reasoning

Additional Information:

- Company is unable to cover any relocation expenses incurred to take up this position
- Company work sponsorship is not available for this position

- To apply to this position please visit :
<https://aecom.jobs/winnipeg-mb/operations-manager/C86A722F74A646CABE7172252F62AF0C/job/>