

NAME

Address
Telephone • Email

ENVIRONMENTAL PROJECT PLANNING MANAGER • COUNTRY / REGIONAL MANAGER

Results-focused project planner and environmental engineer with extensive global experience and proven ability to successfully manage all facets of operations while driving positive organisational change. Direct regional activities, building and leading strong teams, managing relationships with key clients and generating new business. Use technical expertise and management acumen to create and expand multimillion-Euro project portfolios. Turn around underperforming operations and teams.

Project Planning • Global Strategy • Country / Regional Operations • Environmental Engineering
Feasibility Studies • Wastewater Treatment • Water Quality • Solid Waste Management • Budgets
Team Management • International Cultures • Negotiations • Emissions Reduction • Contracts
Performance Management • Conflict Resolution • Reorganisations • Proposals • Turnarounds

PROFESSIONAL EXPERIENCE

COMPANY, Location • 2010-Present

Civil engineering company with 350 staff members specialising in transport, water / rural infrastructures and industrial engineering; employs 25k employees worldwide.

Area Director, Water & Environment: Lead broad environmental services portfolio, overseeing 120 staff in 6 departments: hydraulic engineering, water management, rural development, wastewater treatment, marine / coastal engineering and port engineering. Manage activities to achieve commercial objectives, handling proposals, partnerships, collaborations, budgets, pricing, contracts and negotiations. Monitor on-going projects, supervising budgets and assisting with corrective action plans as necessary. Oversee hiring, training and performance management. Manage client relationships. Serve as key member of executive team, contributing strategic insights.

Key Accomplishments:

- Spearheaded major turnaround to reverse losses and establish profitable operations, reorganising company and creating and implementing a new strategic vision.
- Shifted focus from national to global market in response to financial crisis, maintaining €10m turnover despite market shrinkage whilst growing global projects from 0% to 20% of total.
- Transformed organisational culture to increase commercial focus, supporting staff as they shifted attention to international market opportunities while building new relationships worldwide.
- Created collaborative partnership with the Environmental Division of company, coordinating joint proposals with the aim of full integration.

COMPANY, Location • 2003-2010

Environmental division of Company, which has 1k staff providing environmental and engineering consulting services worldwide.

Area Director, Environmental Evaluation & Quality: Directed a team of 15 engaged in complex environmental integration projects. Created and implemented schedules, planned staffing, managed budgets and developed proposals. Oversaw all aspects of project execution and controlled pricing as well as project expenditures. Developed new business, acquiring new contracts via bids and creating and managing client relationships to expand existing agreements. Took the lead on new business development worldwide.

Key Accomplishments:

- Significantly increased productivity, doubling staff to accommodate additional workload (up to 20 during peak activity periods).
- Developed staff leadership skills, coaching and mentoring employees to take on demanding project director roles.
- Shifted project sourcing from internal to external projects, reducing percentage of internal project workload from 80% to 50% and doubling revenue generated to €1m.

ADDITIONAL POSITIONS

COMPANY – Location • 1999-2002 • Director, Environmental Projects: Led environmental group in Spain, supervising 5 employees. Served as project director on high-profile engagements and developed new business. Made strategic decisions as member of executive team. Represented company and defended environmental aspects of industrial and urban engineering projects at meetings. Turned around at-risk relationship with key public sector client and consolidated environmental operations in Madrid office.

COMPANY – Location • 1997-1998 • Director, Environment & New Technologies: Liaised between 2 companies during merger attempt and spearheaded environmental projects. Transitioned business to new company. Built consensus on new approaches.

COMPANY – Location • 1992-1997 • General Manager: Coordinated activities between Madrid branch and headquarters in the Netherlands, eventually leading all facets of branch operations. Developed new business, oversaw finances and coordinated technical projects. Elevated brand awareness in Spain, earning a reputation for quality. Built and led a team of 12.

CAREER NOTE: Job history also includes Trainee, Resident Engineer, Process Engineer and Environmental Engineer roles with COMPANY.

EDUCATION & PROFESSIONAL TRAINING

Master of Science in Environmental Engineering
University, Location

Bachelor of Science in Environmental Engineering
University, Location

Finances for Managers – ESADE

Foundation for Environmental & Health Technology:
Treatment of Wastewater Sludge • Advanced Treatment of Wastewater
Potable Water Treatment

ADDITIONAL SKILLS / OFFERINGS

AFFILIATIONS

Professional Association of Alumni
Royal Netherlands Water Network Professional Association

LANGUAGES

Fluent in Dutch (native), English & Spanish; intermediate German & basic French

TECHNOLOGY SKILLS

ArcGIS • Mathematical Modelling Packages (MIKE, SOBEK, Plume, etc.)

*****WILLING TO RELOCATE WORLDWIDE*****