

Water Resources Business Developer Denver, CO

Michael Baker Jr., Inc. seeks to fill a newly established Water Resources Business Development Lead position in our Denver, Colorado (Lakewood) office.

Michael Baker Corporation (<http://www.mbakercorp.com>) provides engineering and operations and maintenance services for its clients' most complex challenges worldwide. The firm's primary business areas are aviation, environmental, facilities, geospatial information technologies, pipelines and utilities, transportation, water/wastewater, and oil and gas. With more than 4,000 employees in over 50 offices across the United States and internationally, Baker is focused on delivering innovative and sustainable solutions for infrastructure and the environment. Michael Baker Corporation is ranked among the top 50 national design firms (ENR 2008).

The Water Resources Business Development Lead will be a self-starter who is responsible for expanding business opportunities by generating and developing new business relationships in the Rocky Mountain Region (primary focus on Federal, State and Municipal clients). In addition, this key individual will help to direct and focus the business development activities of existing seller/doers and project managers. Project management experience is required. The role of the Business Developer will entail supporting development and implementation of sales action plans by others. It will also involve identifying sales prospects and establishing/maintaining client relationships. This individual will present and sell company services to current and potential clients and will coordinate the efforts of technical managers and staff as necessary to close sales. Additionally, the Business Developer will support preparation of proposals and cost estimates. This individual will participate in marketing events such as seminars, conventions, trade shows and professional organizations. The support development and maintenance of sales materials will be a part of this position. It will be necessary to remain current with regulatory developments and service needs in the Water Resources field and to be able to identify and exploit emerging market trends.

Requirements:

- BS in Civil Engineering or similar
- Minimum of 15 years, with 10 years experience in Water Resources
- Project management experience
- Demonstrable record of servicing, maintaining, and expanding client relationships and achieving sales and revenue goals.
- Technical knowledge of water resources projects and practices.
- Strong interpersonal and communication skills.
- Ability to create and edit written materials.
- Ability to work as a team member in cooperation within and across technical disciplines.
- Microsoft Office

Preferences:

- PE
- MS Project

Michael Baker Corporation has a long-standing commitment to the principles of equal employment opportunity. In keeping with this commitment, we will continue recruitment, employment, compensation, terms, conditions, and privileges of employment of qualified persons without regard to gender, race, age, sex, religion, ethnicity, national origin, disability, veteran status, sexual orientation, or any other category protected by applicable federal, state, or local law. Individuals shall be judged solely on their job-related aptitude, training, skills, and performance.

We strive to instill a set of Core Values that include *Integrity, Quality, People and Teamwork, Safety, Communication and Commitment.*

Baker offers an excellent benefits package that includes: Medical, Dental, Vision, Disability Insurance, Life Insurance, Flexible Spending Accounts, Additional Paid Time Off, Flex-Time, 401-K Retirement Plan, Tuition Reimbursement, Employee Credit Union, and Savings Bond Purchase Program.

To apply for this position, please log on to www.mbakercorp.com/careers and reference **IRC36009**

Baker is an EEO/AAP (M/F/V/H) e-Verify Employer

(Note: If you have difficulty applying online, please contact our Systems Administrator at BAKERHRMS@mbakercorp.com)