

Atkinson Design is currently looking to fill the following position for our client in their Mississauga office....

Position: National Manager of Turnkey Systems

Location: Mississauga

Role: (Full time)

Our client has been established for more than 150 years ago, a leading-edge innovator of technological solutions. From design and engineering to manufacturing and marketing, their people are dedicated to making a difference. The role of the National Manager of Turnkey Systems is to manage the Turnkey Systems business development process for our clients Transportation Systems in Canada. The scope for this role is national, and reports to the Vice President of Transportations Systems in Canada.

Responsibilities:

The National Manager of Turnkey Systems will introduce our clients products and system capabilities to the marketplace and work with management in developing, implementing, managing, monitoring and controlling the budgets, orders received, sales, gross profit, EBIT and EVA. You will develop and implement key project strategies with customers and TS headquarters divisions as well as develop and implement business plans to increase opportunities for Transportation Systems in the marketplace for industry specific technologies. You will manage and lead the customer order negotiation process, deal with complex organizational issues such as matrix organizations, identify and monitor current and/or future market needs to remain competitive, manage the projects technical and commercial risks for the division and develop and prepare proposals including cost estimates, technical offer, customer pricing, commercial terms and conditions.

In order to ensure customer satisfaction and the achievement of business goals you will develop and maintain relationships with key executives in the public authorities and institutions, provide leadership in co-ordinating proposals involving all elements of an electromechanical system as well as civic work interfaces, and communicate goals, objectives and strategic activities to our clients Canada Regional Organization. The National Manager of Turnkey Systems will be expected to remain informed on the companies worldwide activities and legal issues involved with contract terms and conditions, coordinate business activities and execute Business Target Agreement closely with TS headquarter divisions as well as execute Regional Target Agreements with Canada Regional Organization.

Qualifications:

The National Manager of Turnkey systems will possess a Post secondary education in Electrical Engineering/Technology or equivalent in combination with 8-10 years of related experience and a minimum of 2-4 years experience dealing with people and resources at a management level.

Optimum Skillsets and Competencies

The incumbent will be able to demonstrate the following characteristics:

- You will have a strong knowledge of integrated solutions including rail automation, electrical power and vehicles for mass transit, regional and mainline systems as well as experience in private-public-partnership schemes dealing with the design, building, operating and maintenance of schemes.
- Your excellent communication and organizational skills will allow you the ability to effectively manage time, people and resources while functioning in a team oriented environment.

- You will demonstrate strong negotiation and risk management skills along with a working knowledge of the business mechanics within the Transportation Systems industry worldwide and in North America.
- The successful incumbent will also have a working knowledge of standard MS office applications.
- Travel expectations include the ability to travel to client sites and other business units up to 50% of the time as well as nation wide to the United States and abroad to Germany.
- The ability to speak French is considered an asset.

Interested candidates should send their resumes to wendy.atkinson@gadp.com. Please indicate in **National Manager of Turnkey Systems** the subject line.