



Job description: Project Design & Sales Engineer

Job Location: Greater Percentage Barrie & GTA – Some Travel required.

Purpose:

The Project Design & Sales Engineer is responsible for all project design to project completion, including client liaison from initial design concept, budget, sales presentations to construction design and project validation & commissioning for all aspects of the specialty trade construction of Cleanrooms.

Key Responsibilities and Accountabilities:

Initial Concept – Business Development

- ✓ Reviews client designs and specifications for projects, or assists in the development of the User Requirement Specification (URS);
- ✓ Conduct on-site inspections to insure constructability;
- ✓ Produce initial Design Concept for Client Review and Sign Off. Identify options, project risks and make recommendations to the team
- ✓ Produce initial project budgets, timelines and proposals for Client Review.

Construction Phase

- ✓ Represent Business Development on the Project Team providing technical support.
- ✓ Assist in producing construction drawings for the project, and a scope of work.
- ✓ Review the Project Charter produced by Project Management.

Validation & Commissioning Phase

- ✓ Assist in producing or reviewing Validation and Commissioning documentation to meet

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the initial URS.

- ✓ Assist in Validation and Commissioning as required.

Continuous Improvement

- ✓ Conduct project reviews/lessons learned to identify improvement opportunities
- ✓ Suggest and implement improvements to the business processes to improve quality and reduce project time & cost
- ✓ Create and propose standard tools, templates, metrics and dashboards to monitor projects
- ✓ Continuously pursues cost effective alternatives to improve financial performance in all areas;

Management and Leadership

- ✓ Supervises, trains and monitors performance of direct reports;
- ✓ Sets high standards, establishes accountabilities and measures performance consistent with ESC Values;
- ✓ Assists all ESC Team and trades partners abide by Ministry of Ontario Labour regulations (or local regulations as applicable) and ESC's Health & Safety Policies;

Skills and Abilities:

- ✓ Leadership / Influence - Ability to lead and influence in a matrix environment with non-report team members and leaders
- ✓ Strong organization, planning and follow up skills, with demonstrated ability to plan and execute to timeline
- ✓ Strong communication skills, people skills, good judgment, and flexibility
- ✓ Proactively works to meet deadlines

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Applies knowledge and problem solving skills to issues related to team.

Desired Skills and Experience

Technical competencies:

Education: Engineering degree.

Skills, Knowledge and Abilities:

- ✓ Microsoft Office (Word, Excel PowerPoint, Outlook & Project)
- ✓ CAD Skills – AutoCAD & Revit
- ✓ Communication skills (listening, verbal and written)
- ✓ Planning skills
- ✓ Adaptability & flexibility
- ✓ Problem solving
- ✓ Work well under deadlines
- ✓ Conflict resolution skills
- ✓ Time management
- ✓ Attention to detail
- ✓ Team player
- ✓ Organizational skills

Decision Making and Authority

- ✓ Makes business decisions/exercises judgment within generally defined policies and in alignment with tactical business objectives. Alters approach or recommends broader

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procedural changes to improve effectiveness of the group.

- ✓ “People” decisions are generally tactical in nature, and made within strict parameters.

Additional Duties

Other duties within the scope, spirit and purpose of the job, as requested by management or team members.

Benefits to Joining the ESC Team:

- ✓ A collaborative, innovative atmosphere where your ideas can be realized quickly and you can make a measurable contribution to company success
- ✓ The challenge of joining a fast-growing company with competitive wages and opportunities for advancement

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