



# Job Description

## Director Digital Engineering (Toronto) Infrastructure

**Location:** Toronto, Canada

### We are looking for

A senior leader in the digital design or construction of major complex infrastructure projects excited to make a difference for how new projects are created and maintained. You will be responsible for technical support for securing new business opportunities and setting up the delivery of major projects in a new region for the business. You will influence business and digital strategy across projects and functions to create value and competitive advantage in conversion, design, procurement and project execution across Willow. You will be required to act as the Key Account Manager for select clients and to ensure long term relationships.

### Key Accountabilities Include

Key accountabilities will be to manage the following core functions within the Willow Infrastructure Team:

- Lead the technical offering for new business opportunities and project setup for Digital Engineering services in Canada, with a focus on Infrastructure Projects for Toronto and surrounding areas.
- Key elements of the technical offering will be the technical scope, fees, delivery timeframes and the ability to demonstrate the value to the customer.
- Develop & mentor a strong team of technical people that can support delivery of Infrastructure projects.
- Action & refine the go-to-market strategy for Digital Engineering services for the region within Infrastructure projects.
- Contribute leadership and guidance to select live projects as a **Digital Delivery Lead** or **Digital Project Director**.
- You will be reporting to the *Vice President of Infrastructure Solutions*, including strong communication with regional Digital Engineering Delivery Leaders globally.
- You will form a key part of the Digital Engineering Leadership within Willow providing input into the strategies formulated for business development, project setup and delivery.
- You will be accountable for the technical scope and commercial terms for new projects and ensuring the performance of those terms are met through project delivery.
- Actively seek feedback from Clients and Project teams internal and external for project delivery versus agreed scope and service expectation.

- Develop and manage regional client and industry partner relationships for Digital Engineering & Software Product that activates cross-sell opportunities.
- Travel domestically and internationally as requested by the company for project or company business may be required.

### **Ideal Candidate Will Possess**

- Tertiary Degree (bachelor level) in Engineering, Built Environment or Architecture.
- 10+ years experience in the architecture, engineering consulting or construction industry - must demonstrate direct relationship to the time spent in delivery of digital engineering processes for Infrastructure projects – experience in asset operations processes and technology also desirable but not necessary.
- Demonstration of strong experience in understanding and implementing digital engineering workflows and processes for major infrastructure projects.
- Strong ability to network and communicate with clients for new business.
- Experience in commercial management of project fees.
- Strong written and verbal communication skills.
- Ability to lead and communicate with a team essential.
- Ability to manage time across a wide portfolio of projects.