

WSP - Regional Traffic Manager (New England Region)

The Regional Traffic Manager is a senior Technical Excellence Center (TEC) manager and will support diversification and growth, drive strategic direction, and serve on the regional Management team for multiple offices in the Northeast Region. This person will work closely with the Regional Business Manager, and the Regional Project Operations Managers to support the strategic direction of the Northeast Region of the Transportation & Infrastructure Sector in the U.S. Region of WSP.

This position has the potential to work out of any of our Northeast Region offices.

The Regional Traffic Manager will also work with the Area Office Managers in balancing work-load and cross-reach in business development opportunities. The selected candidate must possess the ability to resolve conflict and other internal/external issues that may arise in the office, amongst the client base, or on projects.

The Regional Traffic Manager is responsible for a diverse range of operational and business development activities that support the overall positioning of the company and contribute to achieving the region's annual sales goals. The Regional Traffic Manager activities will have both internal and external elements. The external responsibilities will include developing and managing key client relationships, gathering and disseminating market/pursuit intelligence, building pipeline across all transportation market sectors, and maintaining a strong brand image within the industry. Internal responsibilities include motivating and driving the team to achieve overall sales and project delivery objectives, recruiting and deploying resources to successfully pursue specific projects and strategic opportunities, staff development, managing projects and staff, and delivering innovative and high quality work products to support our client and project needs.

Responsibilities Include but are not limited to:

Business Development

- Represent the firm in the market through involvement in client and industry events and associations to promote intelligence gathering and pipeline development.
- Develop new business leads.
- Develop strategic alliances and project partners to secure new work.
- Lead strategic project pursuits.
- Participate in negotiations to secure contract awards.
- Oversee client relations for the business unit's strategic clients, meet with clients.

Business Management

- Responsible for the management, growth and development of the Northeast Traffic team and operations, as well as performance of the projects they are directly involved with or responsible for Provide local focus, direction and leadership within the Northeast Region, partnering closely with the Area Managers, Business Development Manager, Regional Business Manager, and other supervisory staff.
- Non-TEC Manager duties may include, but are not limited to, project management and/or technical leadership.
- Create growth strategies for the region and manage the annual achievements.
- Assess and expedite work sharing to meet area delivery needs with clients and projects.
- Coordinate, develop and oversee appropriate interaction with WSP resources.

Client Management & Project Delivery

- Responsible for managing client relationships, including client projects.
- Serve as principal in charge and responsible for client audits and resolution.
- Lead and manage the project managers assigned to the clients within the area.
- Responsible for the revenue and bottom line delivery of the entire portfolio of projects within the area.

- Interfaces with staff from a range of other disciplines (civil, structural, planning, geotechnical, etc.) to support a diverse range of projects.
- Improve overall quality and delivery of projects throughout discipline.

Talent is the essence of meeting our client's objectives, goals and challenges. If this sounds like a fit for you, we'd love to have that first discussion of you joining our team.

Minimum Qualifications:

- 17+ years of relevant work experience in traffic engineering, including experience supervising staff and managing projects.
- Bachelor of Science in a relevant engineering discipline required, or equivalent degree required.
- PE and/or PTOE Professional registration.
- Strong business development skills a must.
- Demonstrated passion for winning and the ability to instill passion in others.
- Keen understanding of the competitive environment and regional players.
- Strong knowledge of traffic design.
- Proven track record Ability to establish partnerships with internal and external project management, client representatives, government agencies, and other organizations.
- Positive attitude and people skills that constitute a team player.
- Ability to manage staff to effectively deliver projects on deadlines, including managing multiple staff working on multiple projects.
- Understanding of project budgets, administration, contracts, and project management responsibilities.
- Ability to market the skills of the traffic engineering practice.
- Ability to work in a corporate environment, communicating with a wide range of professional skill sets.
- Sound decision-making abilities, strategic and visionary thinking, and creative business development capabilities across a multi-disciplined practice.
- Good writing, verbal, and presentation skills.
- Ability to travel 20-30% a must.

Preferred Qualifications:

- Master of Science degree in a relevant discipline.

WSP provides a progressive mix of benefits including medical, dental, 401k and long term disability, focused on a providing health and financial stability throughout the employee's career.

To learn more about these or other WSP opportunities, visit our career section at

<https://www.wsp.com/en-US/careers>

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EOE / Veteran/ Disability/ Gender/ Minority/ Female/ Gender Identity/ Sexual Orientation