

TITLE: Director, Mining
DEPARTMENT: Technical Services
LOCATION: Vancouver

The Job

Summary

The ***Director, Mining*** is the senior executive role charged with providing client leadership and oversight for portfolio development focussed on the mining market across Canada. This is a senior leadership role in transitioning DST Consulting Engineers away from selling products towards a client centric organization that focusses on partnering with clients to offer total solutions.

The ***Director, Mining*** leverages the firm's key sales assets, initiatives and cross-functional services to clients and seeks to develop new business opportunities stressing "getting the work, delivering the work and driving profitability on the work." The Director is accountable for leading sales and revenue growth across the organization. They will have demonstrated a successful track record for building relationships, working on creative multi-disciplinary solutions to complex issues and managing large complex accounts.

The ***Director, Mining*** will serve as a highly visible contributor to the company's overall vision & direction, positioning, client relationships, and employee interactions. This client centric position's primary role is to drive the DST account management framework from account planning to opportunity management working with other leaders of the other Client Groups.

About you

Education and Experience

- Professional designation relevant to the mining industry (e.g. P.Eng, P.Geo, etc.) is a prerequisite;
- Minimum 15 years of business development and business development management experience within the engineering consulting industry;
- A proven track record for selling complex services and solutions to mining clients;
- Proven ability to effectively manage a large number of accounts and a robust business development pipeline;
- A proven track record of success in a solution-oriented, professional services environment;

Areas of Technical Specialization

- Knowledgeable of the entire mining industry/product life cycle;
- Understands the Mining competitive environment;
- Mining industry customer solutions selling experience is required;
- Knowledgeable of resource estimation through mine planning to mine decommissioning ensuring innovative, cost effective and environmentally acceptable solutions from pre-feasibility to site rehabilitation;
- Possess strong business development and solutions and/or services sales skills;
- Extremely Strong written, verbal and communication skills;
- Superior project management skills including risk assessment and management experience;
- Experience with all types of mining projects including baseline assessment, permitting, surface and underground mines, slope stability and strata control, rock engineering, heap leach processes, tailings disposal and management, abandoned mine sites, mining infrastructure (e.g. Head frames, treatment and processing facilities, power stations), shaft development and decommissioning, acid rock drainage and metal leaching (ADR/ML), waste engineering and environmental monitoring and management;

- Technically proficient in several of the technical services that dominate the Mining Key Client Group revenue stream:
 - Mining Permitting
 - Tailings Management
 - Geotechnical Engineering
 - Environmental Monitoring
 - Water License

Attributes

- Exceptional leadership, communication and people management skills;
- Building Strategic Relationships;
- Leadership/Influence/Collaboration;
- Superior verbal and written English communication skills required;
- Spanish communication skills are an asset;
- Excellent project and management skills;
- A high level of financial literacy at the project, business unit and corporate levels
- Strong organization and planning skills;
- Strong research and technical writing skills, ability to present information concisely and clearly;
- Proficient with use of MS Office;
- Ability to understand and focus on new ideas and concepts to coherently communicate in writing;
- Strong listening and interpretation skills, ability to retain salient points and synthesize information on complex issues;
- Ability to work independently as well as part of a team;
- Able to manage a frequent travel schedule;
- Currently holds or is eligible to obtain government security clearance
- Valid Driver's License is mandatory.

Key Accountabilities/Activities

- Driving the DST account management framework from account and revenue planning (strategy) through execution (client meetings and business development cycle);
- Working with relevant Directors & team leaders, leveraging firm resources to identify and drive new business opportunities with the firm's Key Clients and prospective Key Clients;
- Establish, develop, strengthen & maintain relationships at all levels within DST's marketplace clients and their areas of influence;
- Network in the mining community to gather intelligence, strengthen relationships and identify opportunities;
- Facilitating business development through client co-development sessions, face-to-face meetings and leadership of all business development activities;
- Developing strategy formulation and execution of tactical plans;
- Sharing knowledge and leading practices within the industry nationally;
- Conducting client-facing activities including attending and conducting meetings;
- Conducting internal activities including driving the business development and pursuit process; assisting in assembling account teams, subject matter specialists and support; developing account plans; attending and conducting account meetings; participating in the proposal process; managing business development efforts; coaching staff; and owning and managing the business development pipeline;
- Addressing issues/concerns regarding contract offerings and assists in fee negotiations to successfully bring deals to closure;
- Working with the account team to set and achieve the goals/KPI's for revenue, profit margin, pricing and sales/pipeline;
- Create client account planning and strategies;

- Develops broad and deep client relationships and leverages network of relationships within DST;
- Attends relevant industry conferences and committee meetings and represents DST as a speaker exemplifying our industry leadership;
- Serving as a strategic advisor to the firm leadership;
- Facilitating pipeline execution, deal review, pricing and negotiation strategies;
- Engaging with technical services teams in the field to support them on their most important pursuits;
- Supporting the account team to create and execute a plan to develop critical business relationships across the account;
- Preparing budgets, monitoring project status's and ensuring accurate records are maintained;
- Establishing and maintaining accountability for all team members to ensure projects are completed within agreed time-frames and on budget;
- Employing advanced reading and interpretation skills to assess incoming service requests with varying degrees of complexity to apply relevant policies and procedures, assimilate technical terminology and action service requests;
- Conducting career development and performance reviews for team members, providing ongoing support and accountability for achievement;
- Establishing and maintaining a mentoring relationship with team members to support growth and retention;
- Participating in recruitment, selection and onboarding of new staff;
- Consistently maintaining professionalism and objectivity while working with colleagues and clients who require varying degrees of support;
- Handling difficult situations with tact and diplomacy to maintain positive working relationships with all internal and external contacts; and
- Performing other related duties as required.

Ignite your Passion, Engineer your Future & Apply today:

Email your CV to humanresources@dstgroup.com Please use the Subject line: *Your Name, job # 17-046*

Thank you!

DST Consulting Engineers Inc. provides equal employment opportunities to all qualified employees and applicants for employment without regards to race, religion, sex, age, national origin, citizenship status, disability or any other legally protected status. We prohibit discrimination in decisions concerning recruitment, hiring compensation, benefits, training, termination, promotions, or any other condition of employment or career development.