Job Title: Engineering Regional Group Manager

Job Purpose:
Acting as Region Manager for home geographic area this position also supervises a team of state-wide EI² Region Engineering Project Mgrs. Incumbent provides leadership and direction overseeing and acting as account manager for multiple large sponsored projects/programs. Incumbent is responsible for identification and development of innovative services and programs to help Georgia Tech and EI² serve the state and region. Incumbent is also responsible for maintaining expertise in one or more technical areas of manufacturing, improvement, and/or growth in order to lead new initiatives in generating fee-based projects between industry and EI² (or other Georgia Tech research capabilities).

Impact & Influence:
Responsible for establishing relationships within assigned region including partners, manufacturers, high-tech entrepreneurs, business communities, and local leadership (that result and sustain long-term engagements with Georgia Tech). This position is responsible for providing leadership in order to ensure all other team members actively establish these relationships in their assigned region. Internal relationships include association with Industry Services and other EI² in support of understanding and execution of mission and goals of other EI² units. Other interaction may include leveraging knowledge and capabilities within GTRI and other research centers of Georgia Tech.

This position will advise and counsel (on a regular basis) manufacturing CEOs and top management; Local economic development communities; Local government officials; Industry Services Product Managers, EI² Region Eng. Project Managers.

Key Responsibilities:
Duties may include but are not limited to:
• Leadership activities for Region Managers
• Project Management / Technical services
• Program and Business Development
• Region Relationship Building

Education, Specialized Knowledge, and Experience:

**Degrees required for this job:** Masters Degree in business, engineering, or management (or an equivalent combination of education and exp.).

**Degrees preferred:** N/A

**Years of experience required for this job:** Minimum of 10 years directly related experience (or an equivalent combination of education and exp.) required.

Background/experience required for success in this position includes private sector work in mid-to-large manufacturing industry. Prior experience should demonstrate technical expertise in one or more of the following areas: Product Development, Market Analysis, Lean Production Systems, Quality Management, Energy and/or Environmental Management. Proficiency in MS Office (Word, Excel, & PowerPoint) also required.

**Years preferred:** N/A

**Certifications or licenses required for this job:** N/A

**Certifications or licenses preferred:** Appropriate Industry-related certifications such as - PE, CQE, CQM, Certified Project Manager, Black Belt, RABQSA, Energy Mgt., Lean Master
Engineering Regional Group Manager cont’d...

Specialized Skills:

**Specialized skills required for this job:**
Incumbent for this position must have ability to Perform as team leader and work in a highly multi-tasked environment. Superb interpersonal skills including the ability to interact with a broad range of people including clients and internal staff. Excellent skills in management of people and projects, public speaking, presentation, and technical report writing skills. Track record in interpreting and presenting data in logical and client-understandable fashion. Demonstrated skills in creative problem solving as well as good organizational and time management skills. Proven track record of successful client service delivery and project/program development and management.

**Specialized Skills Preferred:**
Demonstrated evidence of leadership within field expertise. Preferred experience/skills include 15+ years experience in manufacturing-related consultative service delivery; experience as a provider of on-site project management services with a successful track record of measureable success; Web-based database program reporting experience; and/or background in teaching adults and course facilitation. Consulting and program management in university or non-profit sector is highly preferred.

**Other Variables:**
1. Overnight travel required (depending on demands of current projects) while supervising service delivery.
2. Flexibility in on-site daily service delivery hours (due to client shift schedules, project requirements)
3. On-site project time constraints—certain deliverables must be achieved within set time parameters due to client time availability and schedules
4. Ability to manage existing project scope within time and cost parameters (avoiding scope creep)
5. Ability to identify future client needs and to recommend and spec. out follow-up projects