



Project Manager, Seller-Doer

EndPoint Engineers and Environmental Professionals is a small multidisciplinary consulting company with offices in Londonderry, NH; Marlborough, MA and Boston, MA. Our primary services include investigation and remediation of hazardous waste sites, due diligence, building media assessment and abatement, and environmental regulatory compliance. Our service area primarily includes New England, however some work is conducted outside of this region. Our clients are mostly developers, commercial and industrial businesses, and municipalities. We are seeking a Project Manager/Seller-Doer **with substantial New England work experience**, to reside in any office, who is a high energy leader with excellent business sense and that has the ability to generate business from proven client relationships.

Responsibilities

- Developing business (initially \$100,000 in labor revenue annually).
- Maintaining a reasonable amount of billability through project management, technical applications and peer review.
- Technical data interpretation and report writing.
- Maintaining effective client communications.
- Preparing proposals, contracts and budgets that meet client expectations.
- Conferring with regulatory agencies to ensure that regulatory standards and practices are being met.
- Training and mentoring junior staff.

Some weekend/evening work and travel required when needed.

Requirements

- Either a Registered Professional Engineer in NH and/or MA, MA LSP, NH PG; or Certified Industrial Hygienist.
- A minimum 15 years of experience in the consulting field and in New England.
- BS Degree (MS desirable) in any of the environmental sciences or engineering fields.
- Strong technical knowledge in at least one of our primary service areas.
- Strong writing, verbal communication and presentation skills, along with a strong presence in professional environments.
- Current client contacts in New England that will facilitate sales and are capable of expanding client relationships beyond existing clients.
- The ability to efficiently and effectively manage multiple projects, business development and administrative responsibilities.

For the successful candidate, EndPoint will offer a competitive salary and excellent benefits including: medical, dental, life and disability insurance; bonus plan; voluntary retirement plan; paid holidays; paid time off; flex time; continuing education/professional development reimbursement; clothing allowance; mobile phone and plan; laptop computer, and car allowance when sales equal/exceed \$250,000 in annual labor revenue.

If interested in joining a company with a small-business and entrepreneurial culture, please submit resume to Richard J. Wozmak, P.E., P.H., LSP, LEP at RWozmak@EndPointllc.com. For further information on EndPoint, you can visit our website at www.EndPointllc.com.