



Do you believe in the power of teamwork and sharing ideas? Do you take pride in delivering exceptional quality and service with everything you do? Do you seek out ideas for improving the status quo? If you want to make a difference and love being surrounded by the best and the brightest, Maxxam might be the place for you!

Imagine being surrounded by the brightest minds in the industry.

Maxxam is looking for a

Sector Leader – Site Assessment & Remediation

Maxxam is Canada's leader in analytical sciences supporting the site assessment and remediation sector, working to identify and help manage contaminants to protect human health and the natural environment. Are you an experienced environmental consultant with expertise working on site assessment and remediation projects? Are you looking for an opportunity to trade in your time sheet and field boots for a career focused on business strategy and building customer relationships? Maxxam is seeking a business-minded, extroverted person who is passionate about the industry and who is interested in leveraging their experience as a consultant to grow their leadership career. We are specifically looking for someone who understands our customers' business - to help shape our service offering, to grow our practice and to raise the profile of Maxxam within the industry

As a Sector Leader, your responsibilities are:

- Develop and execute on strategies to promote Maxxam services in the BC and Yukon regions; to grow market share and increase brand loyalty, primarily within the consultant sector.
- Gather the "voice of the customer" and leverage personal experience to define sector requirements and unmet wants and to shape our value proposition and service offering to the customer.
- Manage major account relationships and ensure consistent delivery of our service to meet customer expectations.
- Represent Maxxam by being an ambassador of the brand at conferences, workshops, trade association meetings and other industry networking events;
- Management of annual revenue budgets, monthly forecasting and expense management for the sector.
- Adhere to Maxxam Code of Ethics Policy.
- Support and comply with all Maxxam policies, Quality System and Health & Safety program.
- Participate, when requested in department and health and safety meetings;
- Maintain training records and relevant qualifications.
- All other responsibilities as assigned.

You are the ideal Candidate if you have:

- Enjoyed being outbound, networking with clients and working independently.
- 5-10 years of experience as an environmental consultant working on site assessment & remediation projects.
- Experience hiring commercial environmental laboratories.
- Outstanding customer relationship management skills.
- Excellent communication skills (both written and verbal).
- An energetic personality that can work independently in a multi-tasking fast paced environment.
- Very strong leadership skills and the ability to collaborate and influence colleagues in a matrix structure. You enjoy participating in the growth and successes of others.

Maxxam is the Canadian market leader in analytical services and solutions to the energy, environmental, food and DNA industries and a member of the Bureau Veritas Group of companies – a world leader in testing, inspection and certification services.

Join our talented community of scientists and experts and apply today at ***Maxxam.ca/careers***

Learn from the best. Be the best.

Maxxam is an equal opportunity employer. We are committed to an inclusive, barrier-free recruitment and selection process and work environment. If you are contacted for a job opportunity, please advise Human Resources of any accommodations that are required. Any information received relating to accommodations will be treated as confidential.