

Location: Remote in Thunder Bay and Northern Ontario

Regional Engineering Manager

We are seeking a skilled Professional Engineer with a minimum of eight years' experience and a strong commitment to building and maintaining customer relationships. The ideal candidate will have substantial expertise in one or more of the following areas:

- Building Construction or Construction Engineering Management
- Food Processing or Manufacturing Plant Reliability Engineering

In this hybrid sales and technical role, you will:

- Identify and develop new business opportunities in Thunder Bay and Northern Ontario
- Generate leads and cultivate robust client relationships
- Serve as an integral member of the integrated building design team, guiding projects through the design process to ensure customer requirements are met, and overseeing construction and commissioning

This position offers the flexibility to work from home, empowering you to manage your territory remotely and shape your own schedule. You'll enjoy a balanced mix of client visits and remote work, supported by our dedicated head office team of 70 people. The role provides autonomy to plan your days strategically, ensuring a healthy work/life balance. As you develop the market the opportunity exists to open a local office with additional technical staff.

KEY RESPONSIBILITIES

- Identify potential clients and new business opportunities in the food processing, manufacturing, and construction sectors.
- Build and maintain strong, trusting relationships with new and existing clients, serving as a technical resource and advisor.
- Participate in design, construction oversight including site visits, and commissioning for buildings and building systems.
- Present DGH's sustainability solutions to prospective clients and demonstrate the benefits for operational efficiency and environmental impact.
- Stay current with industry trends, technologies, and regulatory requirements to effectively guide and advise clients.
- Support the team in building DGH's reputation and expanding our influence within target markets.
- Travel throughout the sales region as required.

QUALIFICATIONS

- Bachelor's degree in engineering (Civil, Mechanical, Bio Systems, or related field) with a strong focus on building systems and/or construction.
- Eligible to register as a P.Eng. in Ontario
- At least 8 years of experience in building engineering.
- Strong interpersonal skills with a demonstrated ability to build client relationships and influence decision-making.
- Experience in customer relations, sales identification, and lead generation within technical fields.
- Willingness to travel to client sites and engage directly with customers to understand and address their needs.
- Must possess a valid driver's license for passenger vehicle.

Submit Resume:

hr@dghengineering.com

Please send cover letter and resume in **PDF file format**. While we thank all applicants for their interest, only those selected for an interview will be contacted.

Why DGH? Find out at:

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www.dghengineering.com/careers/