

Position Title: Vice President, Geomatics SK/MB
Division: **SK/MB Operations**
Department: SK/MB Geomatics
Location: Saskatchewan or Manitoba

What the position entails

Are You the Visionary Leader We're Searching For?

Are you a strategic thinker with a passion for geomatics as well as driving growth, and innovation? Do you excel in inspiring teams, fostering collaboration, and delivering exceptional results?

If you have a proven track record of leadership success and are ready to make a significant impact, we want you as our next **Vice President, Geomatics SK/MB**.

This role is a part of the Senior Leadership team at GeoVerra and it provides operational leadership and direction to grow the business in Saskatchewan and Manitoba. The Vice President, Geomatics SK/MB is responsible for optimizing the financial, sales, growth, and project delivery performance of the market or region. The successful candidate will work closely with other geomatics divisions to create and implement strategies aimed at enhancing operational performance and expanding market or regional business opportunities.

As part of the Senior Leadership Team, it is critical that our new Vice President leads by example and exemplifies our GeoVerra values of team work, working safely, client focus, entrepreneurial spirit and work ethic.

What you will do

- **Business Development:**
 - Pursue business development opportunities by contacting potential clients, establishing rapport and building relationships in collaboration with the Business Development and Marketing departments to increase sales.
 - Support regional participation in events such as lunch & learns, conferences and tradeshow.
 - Continuously conduct market research to understand emerging work across relevant industries to identify and pursue new business opportunities.
- **Team Leadership and Development:**
 - Lead operational teams to achieve KPIs and ensure successful delivery on contractual commitments and financial targets.
 - Manage and develop employees in accordance with GeoVerra core values and the performance management program.
 - Partner with the human resources team and actively participate in the entire employee life cycle.
- **Strategic Planning and Collaboration:**
 - Develop the regional strategy, sales plans, operating plans, and financial forecasts.
 - Collaborate with the Senior Leadership Team to deliver business strategy and financial results.
 - Lead your team to achieve growth and strategic goals and objectives.
- **Operational Management:**
 - Manage the implementation of the regional plan and its objectives.
 - Optimize the performance of operations, including operational profit, project margins, staff utilization, DSO, and indirect costs.
 - Forecast the region's financial performance and ensure accurate revenue recognition.

- Conduct regular project reviews to ensure budget, schedule, risk, and cost to complete estimates are in order.
- **Client Communication and Relationship Management:**
 - Act as the last line of defense to mitigate issues and risks to meet client expectations.
 - Communicate with clients and internal team members to ensure timely flow of information, actions, deliverables, timelines, and budgets.
- **Process Improvement and Innovation:**
 - Work closely with finance and quality/PMO to advance project management processes and tools.
 - Stay abreast of industry trends, emerging technologies, and best practices in Geomatics.
 - Leverage industry trends and emerging technologies to drive innovation and maintain a competitive edge.
- **Cross-functional Collaboration:**
 - Work closely with Leadership, Geospatial team, and shared services to ensure effective resource sharing and cross-selling.
- **Legal and Compliance Oversight:**
 - Complete the management of projects when required to ensure that clients are serviced, and operational efficiencies and quality requirements are followed.
- **Values and Culture Promotion:**
 - Lead by example by demonstrating GeoVerra values and culture at all times.
 - Visibly champion the GeoVerra quality, safety, and ethics and compliance programs.

What you will bring

- Diploma or Degree in Geomatics Engineering Technology, B.Sc. in Geomatics or related discipline.
- Practicing Land Surveyor (LS) with the provincial association.
- 10+ years of strategic leadership experience.
- Proven Business Development and client relationship focus.
- Ability to work effectively and collaboratively with people at all levels in the organization.
- Capacity to initiate performance conversations, including recognizing employee achievement and coaching underperforming employees.
- Aptitude to support mentor/teach other members of the team.
- Competence to work without supervision with effective time management and strong organizational skills.
- Strong analytical skills and attention to detail and be results oriented.
- Keen awareness of scope, budget, and primary tasks to maintain project schedules.
- Drive, energy, and an enthusiasm for completing projects and tasks.
- Skilled in relationship management, to maintaining and leveraging relationships with key stakeholders.
- Expert at identifying innovative and creative strategies and practices that further business objectives; Adaptable and able to think outside the box.
- Skilled at challenging others to constantly improve and innovate.

What we offer

- Competitive Salary
- Comprehensive benefits coverage, vacation, wellness days, and RRSP matching contributions.



- Flexible workplace program to suit your needs.
- Work-life balance.
- Opportunity to participate in ownership of shares.
- Growth and advancement opportunities.
- Use of leading-edge technology and equipment.
- Diverse projects and a fast-paced working environment.
- Paid professional dues.
- Tools and services to support your mental wellness.
- Inclusive and engaging workplace culture.

Please apply online at <https://www.geoverra.com/careers> If you have any questions about GeoVerra or this position, feel free to contact careers@geoverra.com.