

Manager – Water Utility Practice

NewGen Strategies & Solutions is a management consulting firm with offices nationwide. We work in an industry that few think about but that most people rely upon every day. Water, electricity, waste services—these are crucial to the flow of our daily lives and the functioning of our society as a whole. At NewGen, you will be a critical part of this industry. We are seeking a detail-oriented Senior Manager who loves working with complex issues, thrives on problem solving, and is eager to make a difference.

The successful candidate will work directly with clients to establish the costs of operating utilities, financing vital investments in infrastructure, and ultimately determining utility rates charged to residents and businesses. Our work is meaningful, challenging, and exciting. Our company is focused on growth, innovation, and teamwork, and in this role, you will have an impact on not only your fellow coworkers and the company, but on utilities and communities across the country.

Key Roles

- Work independently or as a team lead to provide in-depth evaluation of financial statements and financial information to assess overall utility management, financial performance, and adequacy of current and proposed pricing structures.
- Stay abreast of evolving regulations, policies, and market trends, and provide clients with timely and accurate advice.
- Act as a technical expert on a variety of water related initiatives.
- Performance of advanced financial analysis and preparation of financial models with user-friendly dashboards to improve flexibility in decision making addressing our client's most challenging problems.
- Project Management and prosecution of work. Ensuring project budget, schedules, and performance requirements are met and proposes corrective measures when schedule or cost problems arise on projects.
- Develop professional staff and evaluate performance of staff reporting directly to them.
- Prepare and deliver reports, memoranda, and/or presentations summarizing analyses and results to city councils, county commissions, and boards, etc.
- Works other senior staff identifies and develops business with new and existing clients generating revenue for the firm.
- Engages in marketing activities and conferences to promote business development.
- Support development of business with new and existing clients, including project proposals and conference attendance

Qualifications

- Undergraduate, master's, or PhD degree in engineering, accounting, business, economics, finance, or related fields.
- Minimum of 8 to 10 years of water utility consulting or comparable water utility industry experience preferred

- Experience with utility budgeting, rate making process, and resource planning fundamentals.
- Capable of serving as a technical expert in water industry.
- Expert knowledge of financial analysis and preparation of financial models.
- Ability to engage at strategic level to build process/technical solutions, to develop and implement process/performance improvements, and to guide/lead change management activities.
- Experience in project management such as leading tasks, project teams, and monitoring project scopes, budgets, schedules, and resources.
- Must be able to lead, motivate, counsel, negotiate, and sell.
- Exceptional attention to detail.
- Energized in a fast paced and demanding work environment.
- Advanced critical, analytical, and quantitative problem solving skills.
- Excellent verbal, interpersonal, and written skills required for preparation of process documentation, deliverables, proposals, statements of work.
- Formal presentation experience.

What We Offer

Join our team of experts dedicated to making a positive impact on our clients' water consumption and costs. We offer a competitive compensation package, benefits, and opportunities for professional growth in a supportive and collaborative work environment.

- Base compensation of \$110,000 - \$140,000. The range provided is NewGen's reasonable estimate of the base compensation for these roles. The actual amount may be higher or lower, based on non-discriminatory factors such as location, experience, knowledge, skills, and abilities.
- Annual bonuses of 14%, contingent on personal and company performance
- 401K plan with matching contributions
- Medical and dental insurance
- Paid vacations and holidays
- Paid maternity and paternity leave
- Meaningful opportunity for career progression within the organization
- Flexible work schedules (while being mindful of client deadlines)
- Ongoing training
- Office snacks and occasional group lunches and team-building activities

Additional Information

Location: Preference: Richardson, TX. Fully remote locations nationwide will be considered dependent on industry experience. We offer flexible work schedules with the understanding that a client deadline takes precedence.

Employee Type: Full-time, exempt. Some overtime and travel will be required.

Legally Authorized to Work in United States: To qualify, applicants must be legally authorized to work in the United States, and should not require, now or in the future, sponsorship for employment visa status. NewGen is an equal opportunity employer and complies with all federal, state, and local fair employment practices laws. NewGen strictly prohibits and does not tolerate discrimination against employees, applicants, or any other covered persons because of race, color, religion, creed, national origin or ancestry, gender identity, sexual orientation, marital status, sex (including pregnancy), age, disability, past, current, or prospective service in the uniformed services, or any other characteristic protected under applicable federal, state, or local law.