

## **Executive Consultant – Solid Waste Practice**

At NewGen Strategies and Solutions, our vision is to be the consulting company that makes a difference for our clients, our employees, and our community. Our values include making an impact, fostering innovation, expecting quality, cultivating community, and serving as a trusted advisor to our clients and community. We are searching for a detail-oriented Executive Consultant in our Solid Waste Practice to join our team in Austin or Dallas, Texas. Other qualities desired in the ideal Executive Consultant include:

- Strategic understanding and insight of solid waste industry trends.
- Known within the solid waste industry for technical expertise.
- Familiarity with leading teams, monitoring project scope/budget/schedule/resources.
- Strong analytical and quantitative problem solving skills.
- Proficient with Microsoft Office Suite of Products (Word, Excel, PowerPoint, and Outlook).
- Strong writing and interpersonal communication skills.
- Efficient and effective both individually and in a team environment.

If our Executive Consultant position sounds like the opportunity for you, please send your resume and cover letter. We look forward to hearing from you!

### **Job Description**

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NewGen is seeking a solid waste consultant with 15 to 20 years of solid waste consulting experience to assist with project execution, staff training, and business development and strategic growth of the company's Solid Waste Practice working directly with the Managing Director of the Solid Waste practice. This person would ideally have a strong history in conducting financial solid waste analyses – including but not limited to cost of service and rate design studies and feasibility analyses regarding solid waste collection options, recycling programs, etc.

The successful Executive Consultant candidate will be responsible for duties that include, but are not limited to, the following:

- Solid waste master planning.
- Conduct operational reviews.
- Assist clients with procurements.
- Conduct financial analysis (cost of service studies, life cycle analyses).
- Development of Microsoft Excel-based financial and operational modeling tools.
- Preparing and delivering reports, memoranda, and/or presentations summarizing analyses and results to city councils, solid waste boards, etc.
- Provide project management oversight and training to junior and mid-level staff.
- Business development responsibilities including heavy client interaction, leading project pursuits and proposal efforts, attending conferences, publishing articles, and presenting on technical subject matter.

- Develops scope of work, schedule, budgets and contractual terms and conditions for major projects.
- Engages in marketing activities to promote business development.
- Assumes responsibility in the areas of client relations that encompass all phases of a project and may be an active participant in negotiations with the client.
- Maintains contact with the client after project is completed to establish a long-term working relationship.
- Assist in the preparation and review of invoices relevant to projects under direct supervision.
- Selects the project team and coordinates the assignment and schedule of work of several project teams.
- Delegates technical and administrative responsibilities to subordinate or assigned professional staff and support personnel to successfully complete major, complex, and diverse projects.
- Responsible for recruiting and developing professional staff, evaluating performance of staff, and development and review and of career path progress of less senior personnel.
- Represents the firm in dealing with clients, subcontractors, and outside experts.

### Education

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- Bachelor's degree in Public Administration, Finance, Economics, Accounting, Engineering, or related Social Sciences field (master's degree a plus).
- Minimum of 15 years of solid waste consulting experience preferred.

### Additional Information

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**Location:** Austin or Dallas Texas locations preferred.

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

We offer competitive salaries and bonuses. Our benefits package is competitive and includes medical insurance, 401K Plan with matching, paid vacation and holidays, and flexible work schedules. Investment in both formal and informal professional development is encouraged and funded by NewGen.

Base Compensation Range: \$150,000 - \$180,000

The range provided is NewGen's reasonable estimate of the base compensation for this role. The actual amount may be higher or lower, based on non-discriminatory factors such as location, experience, knowledge, skills, and abilities.