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## Business/Project Director

Eastern Canada (Ontario and Quebec)

(File Reference: BPD-2018)

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### CLIENT COMPANY

HSE Analytics is a dynamic and fast-growing organization that delivers a paradigm leap in Environmental and Occupational Health and Safety Management by utilizing a sophisticated package of products and services to eliminate workplace fatalities, injuries and illnesses and environmental incidents. The HSE Analytics platform is based on gold standard technology (*IBM Cognos*) and provides a HSE Management System that is a complete, front to back, health and safety management application with fully integrated incident investigation, reporting, and tracking capabilities. The system represents a flexible mechanism of gathering critical data which reflects industry recommended best practices in HSE management.

Having experienced significant market impact and success in Western Canada, HSE Analytics is currently looking to expand their services throughout Eastern Canada. As their executive search partner, **SHRP** is pleased to be working with HSE to identify a new Leader to charter their Eastern Canadian business expansion.

### POSITION SUMMARY

The **Business/Project Director (Eastern Canada)** will lead HSE Analytic's business in the East, through the active management of existing business relationships and the development of new business accounts in the region. Leveraging and networking with the Canadian project team and HSE's overseas resources, the Director will source, manage and implement new projects in Eastern Canada. Given the nature of this position, candidates can be based in Ontario or Quebec and must be willing to travel regionally as required, including occasional executive team meetings in Calgary.

### MAJOR RESPONSIBILITIES

The Business/Project Director for HSE Analytics will develop and implement strategies that enhance the Company's business development and client support capabilities, including:

- Representing HSE Analytics in Eastern Canada (Ontario, Quebec & Maritimes)
- Cultivate new business opportunities with government agencies, industry associations and corporate entities
- Primary responsibility for business development, client support, project management and serving as the primary technical contact
- Serve as an a contact point for system developers and assist in system development through input and reviews

# POSITION PROFILE

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- Responsibility for remote client management including user support via chat and the screen sharing interface of Cognos Analytics
  - Train new users and develop their general knowledge of Cognos, familiarizing users with existing information resources
  - Enable collaboration between clients to create complex data sets and utilize Cognos to analyze and report key findings to group members
  - Assist with ad-hoc analysis of client data
  - Assist clients in locating information by directing users to available resources or capturing the business need as a potential project
  - Develop potential projects through the enhancement of existing resources, integration of new data sets or the creation of additional resources
  - Maintain awareness of current development projects and ensuring preliminary outputs by the overseas resource team (BI Logix) to ensure projects evolve towards final state and are accompanied by a clear explanation of work performed
  - Serve as a lead in technical IT discussions with CAPP (Canadian Association of Petroleum Producers)
  - Develop and support business with CAPP member companies

## KEY COMPETENCIES

- Project Management Skills
  - Creating Functional Specification and Business Requirement documents
  - Solid aptitude for detailed work and accuracy
  - Experience providing training, resources and documentation to clients
  - Ability to analyze information, problem solve and make good decisions
  - Flexible, adaptable and responsive to change
  - Self-directed with the ability to work independently and meet timelines with minimal supervision
  - Ability to handle multiple projects at the same time
  - Ability to work in a dual-shore model; ability to work with offshore resources at various levels
  - Knowledge of QA methodologies and process orientation
- Communication and interpersonal skills
  - Excellent verbal and written communications skills
  - Ability to engage with both technical and non-technical audiences
  - Respectful in all interactions; collaborative; team player
  - Recognition in the form of published articles, presentations
  - Proven sales and marketing experience
  - Proven networking skills and a consultative approach that has generated new projects/business

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## OTHER PERSONAL CHARACTERISTICS

- *Proactive:* anticipates and reacts to changes in the business
- *Detail-oriented:* focused on measuring success through clearly defined and articulated metrics
- *A participative yet decisive problem-solver:* solicits input and discussion wherever possible, but when appropriate makes timely and definitive decisions
- *A coach:* nurtures and develops talent on a day-to-day basis
- *A person of high integrity:* will serve as a respected colleague internally and a solid representative of the organization externally
- *Highly organized:* detail-oriented and able to meet established timelines. A strong work ethic and proactive nature will be important
- *Enjoys being hands-on:* will embrace change, will want to make a difference and not be afraid to constructively challenge.

## IDEAL EXPERIENCE

- 10-15 years of Leadership experience in Business, General Information Technology, including IT Client Management
- 6 years of Business Analytics experience
- Formal IT professional designation (preferred)
- Experience in Support Tech ID and implementation
- Fluency in IBM Cognos 10 and Cognos Analytics with understanding of SDLC and BI tool architecture
- Excellent database skills, preferred (SQL Server, Oracle, MySQL, etc.)

## COMPENSATION & OPPORTUNITY:

A competitive compensation package is offered including attractive base salary, and a results-oriented merit / short-term incentive plan. For further consideration, highly qualified Candidates are invited to submit their resume information in confidence to:

**Matthew Savino, B.A., LL.B., C.H.R.E.**

**Executive Search Partner**

**SHRP Limited**

matthew@savinohrp.ca

705-400-7145

www.savinohrp.ca

*While we appreciate all applications, we can only contact those individuals selected for interview. We are committed to providing accommodation for persons with disabilities. Accommodation will be provided as part of our hiring process (if accommodation is required, we appreciate Applicants making this request in advance so we can support your needs)*