

COMPANY NAME:  
Woodard and Curran, Inc.

JOB TITLE:  
Senior Client Manager - Environmental Municipal  
Services - R01395

--LOCATION OF JOB--  
COUNTRY: United States  
STATE/PROVINCE: Massachusetts  
CITY: Canton  
ZIP CODE: 02021

DESCRIPTION/RESPONSIBILITIES:  
Help us make a positive impact in the environment and  
the clients we serve!

At Woodard & Curran, we create solutions to improve  
and protect water resources, infrastructure, and the  
environment. We bring the best and most creative  
teams to the problem, partnering with our clients to  
match their specific challenges. If you are looking to  
join a team focused on innovating to provide custom  
solutions for the most challenging problems in water  
and environment, this is the opportunity for you.

Who we are looking for?

If you are passionate about working in teams and  
making a difference for clients, then we are looking for

you! Our difference is in the way we create and deliver solutions – we bring innovation and expertise together from across our entire company to create customized solutions tailored to our client’s specific needs. The key to making it work is our Sales and Client Managers:

In this critical role, you will need to drive understanding of our client’s needs, be self-motivated to build internal relationships to form the right teams and solutions, and excited to see our clients succeed. You will develop and direct client capture and development plans to grow the impact of the solutions we are deploying. You will also drive growth that is critical to the Mission of the firm to provide a gratifying, safe place to work with expanding opportunities for our employees.

This position may be located in our any of our Massachusetts offices or a remote location in the region.

What’s in it for you?

- \* The chance to develop and lead client service teams drawn from the talent Practices of the firm.

- \* Increased leadership opportunities through higher visibility in the marketplace, client interactions, and account development.

- \* Flexible work environment and competitive benefits.

- \* Strong bonus potential.

## What you will be doing at Woodard & Curran

The ability to grow and succeed as a firm is a direct function of the external client and business partnerships that we cultivate and the technical expertise we develop within. The Sales and Client Manager is responsible for listening to our Clients, forging relationships at the decisionmaker level, and working with our technical Practices in order to provide winning solutions for our Clients.

This position is highly visible both within and outside the firm and involves working with municipalities to address un-met client needs through our deliberate approach to problem solving and commitment to generating fresh ideas.

Additional responsibilities include:

- \* Be a part of making a multi-million-dollar impact for the firm with client sales.
- \* Grow client accounts and sell the full suite of services that Woodard & Curran offers.
- \* Provide consultation to clients and project staff.
- \* Prepare written proposals, presentations, and budget quotes.
- \* Negotiate terms of service delivery.
- \* Maintain account relationships to create revenue growth.
- \* Attend and participate in sales meetings.

- \* Identify opportunities early to allow time for teams to position for work.

- \* Attend conferences and workshops to strengthen existing relationships, establish new client relationships, and identify emerging technologies and market drivers.

- \* Coordinate with our Marketing team to develop offerings and positioning pieces.

- \* Desire to serve and lead in a deliberate, focused, and dynamic team environment.

- \* Coach and develop junior members of the sales team.

What you need to succeed:

- \* Minimum of 8 years related experience, or equivalent combination of education and experience in the execution and management in the marketplace.

- \* Bachelor's degree in environmental sciences or engineering or related field from accredited program preferred.

- \* Identify, lead, and participate in business development and bid and proposal efforts.

- \* Strong desire to grow an organization and the ability to motivate others.

- \* Understanding of the business development cycle related specifically to the consulting business, including opportunity identification, proposal writing and development, and presentation.

- \* Strong written and verbal skills

\* Ability to travel to client sites within the region, usually in the form of day-trips.

\* Open to remote work locations. Municipal sales experience preferred.

Woodard & Curran offers a generous compensation and benefits package to include retirement, generous paid time off, holidays, medical & dental insurance, flexible spending account, career growth, and more!

Woodard & Curran is an Affirmative Action/Equal Opportunity Employer.

Woodard & Curran is a Drug Free Work Place.

Individuals with Disabilities and Protected Veterans are encouraged to apply.

PLEASE USE A WEB BROWSER OTHER THAN INTERNET EXPLORER IF YOU ENCOUNTER ISSUES (CHROME, FIREFOX, SAFARI)

To apply for this position, please use the following URL:

[https://ars2.equest.com/?response\\_id=1d99040c807ea9aea6f71106b81842f0](https://ars2.equest.com/?response_id=1d99040c807ea9aea6f71106b81842f0)

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