



## **Partner – Social Impact Assessment Washington, DC**

### **COMPANY**

ERM is the world's leading provider of environmental, health and safety, risk and social consulting services. We have 140 offices in 39 countries, employing over 5000 professionals, providing the best global platform in the industry. For more than 30 years, we have been delivering innovative solutions to leading business and government clients, to help them manage environmental risks and challenges within their organizations. In doing so, we have become one of the world's largest and most successful environmental consulting firms, offering a range of compliance assurance, impact assessment planning, site investigation and remediation, and corporate advisory services.

### **PROFILE**

ERM is seeking an experienced **Partner or Technical Director** to join the social impact team in our Washington, DC office. The ideal candidate will have established relationships with major oil and gas, mining and/or power companies, and a proven track record leading complex socio-economic programs in support of large-scale capital projects, and providing strategic advice and guidance to clients in both the domestic and international markets.

As a senior leader, this individual will be fully accountable for successfully selling and consulting on a range of social, socio-economic and public health impact assessment projects to grow our business locally, while networking with ERM's global practice team to share best practices across the industry.

### **RESPONSIBILITIES**

- Develop and implement strategic business/action plans, provide leadership, and deliver performance results to expand the social consulting elements of our practices. Lead, manage performance, hire and retain, inspire and mentor personnel in order to sustain and grow our Washington-based practice team.
- Contribute to the continued growth of ERM's global social practice. Identify and develop new opportunities, prepare effective proposals, and take an active leadership role in developing new business with new and existing clients. Develop and expand client relationships that generate repeat business. Achieve personal sales contribution targets in excess of \$1 million per year (net value).
- Capitalize on existing ERM client relationships to expand ERM's profile and market share -- through a combination of excellence in technical delivery and business development. Work with other ERM resources to deepen relationships with key ERM clients and establish new client relationships that result in significant net revenue growth.
- Collaborate with other ERM global practitioners to sell and execute social consulting projects as part of larger multi-national, multidisciplinary teams.

## REQUIREMENTS

- MS or PhD in social science or related field.
- 15+ years of experience in social issues consulting.
- Demonstrated ability to manage projects over \$500,000 and business portfolios over \$1,000,000.
- Demonstrated ability to develop and maintain long-term relationships with clients, and achieve personal sales in excess of \$1,000,000 (net revenue) per year in new social consulting services
- Solid grasp of the key corporate and project-related socio-economic issues within the oil and gas, mining, and power sectors, as well as a high degree of technical competence and broad knowledge of impact assessment best practices (e.g., Equator Principles and IFC Performance Standards), resettlement and strategic issues around stakeholder engagement
- Recognized technical expertise and reputation in the marketplace, including positive reputation with key stakeholders
- Well-developed teambuilding and influencing skills; unquestioned integrity; and the experience, confidence, and stature to effectively address client and business needs and challenges.
- Positive outlook, collaborative, and driven by the success of ERM as a global company.
- At least one fluent foreign language, preferably Spanish, French or Portuguese.