



Join Our Leadership Team as Principal Consultant in Atlanta

Background

The Sextant Group, Inc. is a national independent consulting firm offering planning, design and consulting services in a wide range of specialty areas including: audiovisual, IT/telecommunications, building security, specialty lighting, medical equipment, and architectural acoustics/noise vibration.

The Sextant Group specializes in the planning & design of learning, communications, entertainment, and production facilities for projects in education, business, healthcare, and institutional clients. For 20 years, the firm has been an industry leader renowned for high-quality work on cutting-edge projects, and is consistently recognized as a Top-40 "Best Places to Work."

Job Description

The Principal Consultant's role for the Atlanta office is to act as Southeast US regional leader for client and project relations, developing relationships with the local/regional architectural engineering construction (AEC) community to identify opportunities, develop pursuit strategies, present firm qualifications, successfully negotiate contracts, and oversee projects from initial vision to completion.

Responsibilities include client relationship development and maintenance, project oversight, leadership in project planning and programming, and management of local operations. The position will require managing several projects at the same time while ensuring efficiency, accuracy and top quality work is being delivered to our clients.

As a Principal Consultant, would you excel in these roles?

- ✦ Representing The Sextant Group as the Atlanta office's primary point-of-contact with owners, architects and interior designers
- ✦ Helping to grow our existing office by expanding point-of-contacts and relationships throughout the Southeast region
- ✦ Coordinating with project managers and design professionals in audiovisual, IT, security systems, acoustics, technical lighting from throughout the firm's nine other offices
- ✦ Coordinating and communicating all critical project information among the design team and firm management from start to finish
- ✦ Directing a team of technology designers and acousticians in developing solutions to meet and exceed the clients' needs
- ✦ Ensuring that all work is completed on-time, in-budget, and consistently within The Sextant Group's high standards of quality
- ✦ Coordinating with other firm principals to achieve the firm's short-term and long-range strategic goals

Does this describe you?

- ✦ Knowledge of audiovisual control systems, display systems, audio systems, conferencing systems, collaborative technologies, information technology (IT) services, hardware and infrastructure, and acoustics
- ✦ Outstanding communication skills, both oral and written, plus a passion for attention to detail
- ✦ Demonstrated history of establishing and strengthening relationships with Architects and Owners, writing proposals and negotiating contracts
- ✦ Ability to evaluate situations, utilizing logical and decisive reasoning in a highly technical manner
- ✦ Natural ability to maintain a professional and positive attitude in a fast paced and occasionally high pressure environment
- ✦ A demonstrated ability to work equally well as an individual contributor or team member
- ✦ Values that include integrity, accountability and an eagerness to have fun

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- ✦ 10 – 15 years minimum experience managing large project teams as a leader in the AEC industry
- ✦ General knowledge of building security and technical lighting/theater technology
- ✦ Proficiency in Microsoft Office, including Word, Excel, PowerPoint & Outlook
- ✦ Industry certifications (CTS, CTS-D, CTS-I, RCDD, LEED); experience with Deltek Vision CRM

All candidates must be driven to satisfy the needs of end users and have the ability to deliver high caliber end results in a timely manner while operating without direct supervision. Some overnight travel may be required. Compensation offered is commensurate with experience, and includes excellent benefits package with medical, dental, long term disability, and 401K. The Sextant Group is an equal opportunity employer.

All interested candidates should send resume, cover letter and salary requirements in a single PDF file to HR@thesextantgroup.com, with the email subject line "Principal Consultant Atlanta – (Candidate Name)". No calls please.

The Sextant Group, Inc.

www.thesextantgroup.com

Send resumes to: hr@thesextantgroup.com

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