



Position Description

Title:	Project Manager
Reports To:	Director of Product
Department:	Product Management
Location:	Victoria, British Columbia
Date Prepared:	October 2019

BACKGROUND

FTS helps build resilient communities by reducing the impact of extreme weather events through reliable, secure and innovative situational awareness. For over 35 years, we have provided solutions, services and support to some of the world's most sophisticated and demanding environmental monitoring networks.

PRIMARY JOB OBJECTIVE

As the Project Manager, you will be responsible for leading integration projects, combining products and services from FTS and at times AEM sister companies and partners to deliver reliable, secure and innovative solutions to government and private sector clients. Working closely with product management, sales, business development, service, operations, procurement, finance, engineering and senior management, the successful candidate will be relied upon to lead client engagements and negotiations, manage internal and external resources, track and report on all key project metrics. The ideal candidate enjoys dividing their time between the office and site, focusing on client requirements and risk mitigation to integrate proven products and services into the right solution.

DUTIES AND RESPONSIBILITIES

- Provides full oversight of all aspects of the projects from requirements capture through to customer signoff and invoicing. Responsible for leading integration projects to completion, on budget, on time and with managed risk.
- Develops and gains approval from senior management on each project, ensuring the quality and completeness of requirements before the project begins.
- Creates, communicates and drives project and risk mitigation plans, with input from key stakeholders to ensure completion that meets internal and client requirements.
- Manages adherence to requirements as development progresses, highlighting and gaining approvals on all change orders.
- Works with the technical writer to ensure accuracy of all external documentation as required for each project.
- Helps to develop content and obtain necessary approvals for marketing to generate case studies, blog posts, testimonials and other assets for the FTS project portfolio.
- Completes project close out with clients and internally capturing lessons learned and measures of success as required.
- Supports sales and business development in the bid submission process.
- Helps gather and propose product and service enhancements for product management that can increase revenue, customer satisfaction and improve competitive position based on projects delivered.
- Provides day-to-day guidance to other teams including quick, just-in-time project decisions.
- Continuous improvement of the FTS project management process.

QUALIFICATIONS

Education and Experience

- Bachelor's degree in Electrical Engineering or related field.
- Experience with cameras, networking, cloud software and mobile applications.
- Experience with remote installations, power and communication solutions.
- Experience managing and negotiating with clients, senior management, internal and external resources.

Other Required Qualifications

- Energetic, enthusiastic and positive. You work hard and enjoy celebrating success.
- Strong executive presence and credibility, with a reputation for unquestioned integrity.
- Accountable and achievement focused. You work autonomously to hit your goals and are proud to do so.
- Self motivated, very organized with attention to detail. You have your systems and have proven they work.
- Comfortable operating in a highly dynamic environment.
- Able to build strong relationships with clients, team members and partners, both local and remote.
- Excellent, compelling written and verbal communicator.
- Demonstrated ability to deliver projects on time, on budget with managed risk.
- This position may be required to travel globally (up to 25%) for projects as well as represent FTS at conferences.

Desired Qualifications

- Experience with government and utilities clients.
- Understanding of environmental monitoring.
- Recent, related experience in high-tech manufacturing environment.
- Experience working in an ISO certified organization.
- Familiarity with JIRA, Epicor and Salesforce an asset.