

## Senior Engineering Manager - East Coast

### Overview:

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With the increasing demand for improved security in the United States, technology providers and security system contractors are becoming increasingly important to the day-to-day operations of our public and corporate infrastructure. Our client is one of the nation's largest systems integration firms that focuses on large complex mission-critical security systems. The security division of this at-risk contractor provides timely, effective and efficient security system design and implementation to commercial, industrial, and government clients across the United States and Europe. Their commitment to results, their diverse project experience and their outstanding technical leadership allow them to address complex challenges in an at-risk format that few firms are willing to consider; hence they have a tremendous growth opportunity with little competition.

We seek a Senior Engineering Manager who will be one of the critical leaders of the security division focusing on project execution and ensuring that each client opportunity is designed and executed to exacting standards. This individual will be the principal technical engagement manager interfacing with the client at the conceptual level and developing a detailed understanding of the client's needs, even before contracts are signed. As the principal engagement manager, this person will manage multiple projects and multiple engineering teams. This person will communicate to all parties, internal and external, overseeing the critical factors that should be considered during design and implementation of the project. Consequently, the Senior Engineering Manager will need to combine proactive listening skills with a superior understanding of security technology and system integration. Furthermore, it will be important that the Senior Engineering Manager employ considerable business skill to manage outcomes of the project by leading the decision process and finding resolution on ambiguous or conflicting standards. Specifically, it is important that this individual be familiar with all contract details, final estimates, man-hour planning, materials, and subcontracts for all projects and relevant project opportunities.

### Challenges:

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Despite the exponential growth in the integrated security business there are specific challenges that come from integrating cutting-edge technologies in an at-risk environment. The complexity of these projects requires a well balanced, technically proficient, and business savvy leader who is motivated to work through the details and understand how to create security systems that work as intended. Add to this technical ability, business leadership skills, as well as a temperament suitable to focus on complex projects and the type of person we are looking for is unique. While we realize we are asking for a lot, we are also willing to provide a lot in terms of opportunity to learn and grow as a professional. Our client's intense focus on project strategy and improved operational performance means that the best professionals will get the tools and training to be the best, hire the best, and demand excellence from their engineering teams.

### Reporting Relationship:

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This position reports to the business unit leader for engineering in the security and electronics systems division.

### Job Scope:

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- Responsible for strategy and execution of the design engineering phase for complex, at-risk security systems integration projects.
- Lead multiple projects and direct two to five person teams of engineers and designers.
- Coordinate and manage all project scheduling, contract details, systems engineering, process improvement, and all other key aspects of the design phase.



- Interface with customers, project managers, subcontractors, and support staff.
- Respond to RFPs, RFQs, and other customer provided documents, interpret bid documents, perform site surveys, and create RFIs and other documents to produce designs that meet customer requirements.
- This individual should be able to work in a structured design process that includes:
  - Conceptual Designs / Block Diagrams
  - 30% design conveying field device counts and placements
  - 60% design that includes conduit and cabling (counts, sizes and pathways) field panel locations, closet elevations, door details including sequence of operations, and head-end equipment and rack elevations
  - 90% design that incorporates point to point wiring and specific device power and cabling Shop Drawings and as-built drawings.
  - Closeout related tests and commissioning document.
  - Manage and maintain engineering budgets for each project
- Travel as required to review project sites and ensure the success of the business unit's projects and operational performance.

**Experience / Education Required:**

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- Twelve or more (12+) years of design experience in security systems integration is required.
- Outstanding performance in a senior project management and technical leadership role.
- Additional electrical construction and/or at-risk design-build experience preferred.
- Security system implementation experience and firsthand knowledge of security system technology are a plus.
- Past success leading project teams of two to five individuals on projects of significant complexity.
- Extensive knowledge of project scheduling, cost engineering, bids, take-offs, change orders, and all other key aspects of at-risk contract work.
- Engineering or other technical undergraduate degree strongly preferred.
- MBA or advanced degree a plus.
- PE certification a plus.
- Must be a U.S. citizen and eligible to obtain government security clearance.

**Compensation:**

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- Highly competitive, but commensurate with experience
- Bonus eligible
- Company car or vehicle allowance
- Exceptional benefits package

**Personal Characteristics:**

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| <ul style="list-style-type: none"> <li>• Leader</li> <li>• Team Builder</li> <li>• Focused</li> <li>• Driver</li> <li>• Results Oriented</li> </ul> | <ul style="list-style-type: none"> <li>• Leads by Example</li> <li>• Hands-on</li> <li>• Detail Oriented</li> <li>• Strong Mentor</li> <li>• Clear Thinker</li> </ul> |
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