



DB Engineering & Consulting GmbH

Expert Rail and Training Consultant (f/m), Sacramento

Job-ID: **EC01491**
Region: Sacramento, USA

DB Engineering & Consulting is a part of the **DB group**, a world leading global railway company with an extensive organisation in Germany and projects around the world. Our company offers technically sophisticated and customised infrastructure, mobility and transport solutions. With our sustainable concepts, gained from our experience in project work for decades, we ensure the future success of economic regions, make important contributions to the protection of the environment and help shape the world of the future. We represent **180 years of rail experience** and our infrastructure projects connect continents. We set the standard for transportation and modern mobility.

For our office in Sacramento, USA, we are looking for an **Expert Rail and Training Consultant (f/m)**. DB Rail Academy offers sustainable training concepts, customized content and modularized architectures for mobility, transport and rail. By offering sustainable solutions, we will help to ensure the future success of our clients and make an important contribution to competence development and safe daily business, thereby educating our customers.

Your tasks:

- Delivery of Rail Consulting projects for local market
- Training delivery and facilitation in min. one of the major railway disciplines
- Create training content, perform training evaluation and feedback sessions for headquarter
- Conduct research to identify new markets and customer needs
- Driving and promoting Rail Academy portfolio through active sales and consulting activities in the country
- Arrange business meetings with prospective clients
- Build long-term relationships with new and existing customers
- Identifying potential target groups to address training portfolio
- Proactively initiate and drive change in processes, tools and capabilities
- Profit responsibility for the training delivery in the respective market
- Owner of training portfolio in the respective market



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Your Profile:

- At least a bachelor of science degree in engineering, general management or equivalent
- At least 5 years of experience in railway industry
- Fluency in English is mandatory, German will be an asset
- In-depth knowledge and expertise in area of railway maintenance and operations is mandatory. Previous experience railway disciplines e.g.: safety operations, infrastructure, depot, signaling is highly valued.
- Solid understanding of local market and network of relationships to promote DB Rail Academy on the local market
- Experience in training delivery and facilitation would be an asset
- Proven track of completed projects and experience on dedicated market
- Highly motivated self-starter with a passion for business development and drive for consulting activities
- Ability to relate to other people with strong written and verbal communication and interpersonal skills
- Excellent selling and negotiation skills
- Ability to independently deliver results while working remotely with limited direction
- Strong presentation and influencing skills
- Cultural awareness and international mindset to perform within an international structure
- Vocally self-critical, open to cope with feedback and implement it
- Willingness to travel extensively (up to 60 - 70%) within a country

Start date:

As soon as possible

Location:

Sacramento, USA

In case you match the profile and are interested in a complex task within the transport sector, we are looking forward to receiving your application through our website https://www.db-engineering-consulting.de/db-ec-en/career_and_training/online_application.html

Please state the reference number (**EC01491**), your earliest possible availability as well as your salary expectations.

Please note that your application will be saved and used in electronic form as a part of the application process for this position.

Thank you for considering DB Engineering & Consulting as prospective employer!