



# DB Engineering & Consulting GmbH

## Director Canada (f/m), Toronto, Canada

**Job-ID:** EC01574  
**Region:** Toronto, Canada

### Railways for the world of tomorrow!

DB Engineering & Consulting (DB E&C) 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.

### Your tasks:

- Securing new projects based on the sales strategies set by the region
- Preparing competitive bids for clients and partners in line with engineering requirements in terms of service, quality, deadlines and result, while respecting all internal and external stakeholders
- Identifying technical and contractual risks for financial evaluation during bid phase
- Ensuring the interface between service unit and clients for all bid and project implementation phases
- Ensuring stakeholder management for private and public contractors, and for governmental organizations, including embassies and consulates
- Assuming responsibility for realising projects in terms of performance, quality, deadlines, costs and the performance, with functional advice from the Organization Units' regional partner in German
- Securing the necessary procurements from third parties while respecting the remits of other organizational and corporate units
- Identifying technical and contractual risks for financial evaluation during project implementation, in alignment with Corporate Controlling, Coordinating the staffing management process for bids and projects while respecting the remits of other organizational units
- Assuming responsibility for specific staffing of bids and projects, and for project-related human resource management, in collaboration all internal and external stakeholders
- Negotiating, contracts and addenda with clients, partners, subcontractors, and business units of DB AG while respecting the remits of the respective units in the service unit and complying with the signatory policy
- Drafting and implementing a site strategy
- Establishing and leading local structures (site, branch offices etc.)
- Ensuring proper documentation and reporting



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## Your Profile:

- At least a bachelor of science degree in engineering, general management or equivalent
- Several years of professional experience in the rail industry, preferably with DB
- Proven track record in setting up business units in new markets
- Excellent knowledge of the railway and mass rapid transit markets in Canada, including proven relationship network with potential clients and partners from the transport industry and market (railways, metro and Light Rail operators, local engineering and consulting companies as well as governmental institutions)
- Proven leadership and excellent presentation skills
- Intercultural skills and pioneer spirit
- Good understanding of corporate development processes, risks and methods
- Fluency in English is required, additional language skills, especially German and/or French, would be a plus

## Start date:

As soon as possible

## Location:

Toronto, Canada

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](https://www.db-engineering-consulting.de/db-ec-en/career_and_training/online_application.html)

Please state the reference number (**EC01574**), 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!