

Water Resources / Business Development Engineer



Job Description

Singhofen & Associates, Inc. (SAI) is currently seeking an experienced water resources engineer with distinct business development capabilities to join our team in our Orlando office. Your responsibilities may include:

- H&H model development, calibration, and analysis
- Watershed master planning
- Water quality modeling
- Basic and complex engineering calculations
- Civil works design (e.g., flood control, streambank stabilization, natural systems restoration, etc.)
- FEMA floodplain and floodway revisions
- Working with cities, counties, water management districts, states, tribal nations, and federal agencies
- Coordination and productivity of project team
- Providing technical guidance to others
- Developing strong client relationships
- Working with the company's BD leaders to identify and pursue opportunities in local, state, and federal sectors
- Assisting with capture planning and execution efforts

Our Company

SAI is a small business and a recognized leader that has been developing solutions for our clients' most complex problems for over 38 years. Our clients range from local and state governments in Florida to federal agencies such as USACE, FEMA, DOL, USAF, and NASA. Our projects have a focus in Florida but have extended to Colorado, Texas, Delaware, Mississippi, and Puerto Rico. We have an amazing team of engineers and scientists, most of which have been with us between 8 and 30 years. We are in an exciting time of growth and diversification.

Your Impact

As a key member of our team, you will be involved in a variety of exciting and challenging projects including stormwater/watershed planning and civil infrastructure design work. You will have opportunities to help our clients address issues related to growing flooding and climate change risks. You will also work closely with our business development leaders strategically positioning for new clients as well as building and maintaining client relationships across local, state, and federal government sectors.

What We Require:

- Bachelor's degree or higher in Civil or Environmental Engineering or other water resources related field is required
- 5+ years related experience
- PE (or EIT with ability to obtain PE within 1 year)

- Candidate must be highly motivated, possess strong organizational and time management skills, and excel in a multidiscipline project team environment.
- Strong background in H&H modeling, flood inundation mapping, and civil works design (e.g., flood control, environmental restoration, streambank stabilization, etc.)
- Floodplain and floodway revisions
- Experience using ESRI ArcGIS
- Experience in managing contracts, projects, and clients
- Ability to coordinate across engineering disciplines (structural, geotechnical, survey, etc.)
- Experience with client presentations and communications
- Strong understanding of the business development side of engineering
- Excellent written and communication skills
- Strong interpersonal skills
- Ability to work independently as well as in a collaborative team environment; offer constructive feedback and direction to support our goals
- Excellent problem-solving abilities, including the ability to apply ingenuity and creativity in solving complex engineering problems
- Candidate must have and maintain a satisfactory driving record (as required by our insurance company) and be able to commute to clients' offices and project locations as needed..

What We Prefer:

- Experience using any or all of the following H&H models: ICPR3/ICPR4, HEC-RAS, HEC-HMS, SWMM, XPSWMM, PCSWMM, etc.
- 2D modeling experience
- Experience using other model tools is a plus (e.g., HEC-ResSim, HEC-RTS, FLO2D, CFD models, etc.)
- Experience with dams (e.g., modeling, design, hazard assessment, breach analyses, etc.)
- Pollutant load calculations and water quality modeling experience
- Proficiency in CADD programs (e.g., AutoCAD Civil 3D, MicroStation)
- Strong computer skills are required, with knowledge of programming languages such as Visual Basic and Python a plus
- Experience with water management districts in Florida (i.e., SWFWMD, SFWMD, SRWMD, SJRWMD, NFWMD) and an understanding of their requirements
- Experience with SWFWMD's GWIS data structure
- Experience with local and state Florida governments and/or tribal governments
- Experience with FEMA and an understanding of their requirements (e.g., base level engineering, map production, risk map H&H modeling, MT-2 reviews, etc.)
- Experience with USACE and an understanding of their requirements
- Experience with other federal agencies (DOD and non-DOD)
- Experience in proposal development, opportunities identification, strategic capture planning, capture management, etc.
- Strong networking skills and the ability to develop new client relationships then follow through to secure new contracts and task orders.

What we Offer:

- Excellent opportunities for professional growth and advancement at a small but growing firm

- Opportunities to take an active role in the direction and growth of a well-respected engineering firm
- Flexibility that allows our employees to balance quality work and their personal lives
- Competitive benefits package, including paid time off, retirement plan matching, and health, dental, and vision insurance
- Competitive salaries
- In short, we offer a challenging career with great projects and great people at a company that values its staff, its work, and the communities it serves.

Diversity Statement:

SAI is an equal opportunity employer that recognizes the value of a diverse workforce. All suitably qualified applicants will receive consideration for employment without regard to race, religion, creed, color, national origin, ancestry, sex (including pregnancy, childbirth, breastfeeding, or medical conditions related to pregnancy, childbirth, or breastfeeding), age, medical condition, marital or domestic partner status, sexual orientation, gender, gender identity, gender expression and transgender status, mental disability or physical disability, genetic information, military or veteran status, citizenship, low-income status or any other status or characteristic protected by applicable law.

HUBZone:

SAI is certified as a SBA-approved Historically Underutilized Business Zone (HUBZone) business. The purpose of the SBA HUBZone program is to encourage investment, economic development, and employment growth in underutilized and distressed areas (FAR 19.1301). The statute that created the HUBZone Program requires that the HUBZone firm must have a minimum 35% of its employees residing in a HUBZone. As such, SAI may give preference to hiring individuals that live within a federally designated HUBZone (see HUBZone [map](#)). If you live within a HUBZone, please indicate this information in your application.

How to Apply:

If you meet the qualifications and requirements listed above, have a passion to help solve complex water resources problems, and are eager to have a significant role in the business development side of the firm, please submit your resume, cover letter, and references to employment@saiengineers.com. As a government contractor, SAI participates in E-Verify to validate the employment eligibility of all persons hired to work in the United States.