

## HEAD OF INDUSTRY

Founded in 1987, CG/LA Infrastructure is a purpose-driven organization that creates long-term value in the world's infrastructure markets. The ultimate objective is to accelerate infrastructure development in an efficient and effective manner that benefits all key stakeholders, including the local community and taxpayers, governments, business, project originators/owners, and investors. CG/LA Infrastructure accomplishes its mission through three core activities: its globally recognized Infrastructure Leadership Forum Series and corresponding digital interaction platform GViP; intelligence, rankings & analysis of market demand as exemplified by CG/LA Infrastructure's Strategic 100 Infrastructure Project Reports; and special projects.

Building on CG/LA Infrastructure's track record of success in the above three areas, CG/LA Infrastructure is now launching an ambitious new strategy to deepen its engagement in several priority industry sectors critical to the infrastructure value chain:

- Engineering & Construction (e.g. owners, design, engineering consulting, EPC contractors)
- Investors/Financial Services (e.g. banks, infrastructure funds, long term investors)
- Infrastructure Technologies (e.g. engineering technologies, drones, IOT)
- Infrastructure Services (e.g. professional consulting services, legal services, human resources)

CG/LA Infrastructure is recruiting experienced professionals to head each of the above and/or a combination of the above, industry sectors. This is a fulltime position and will be based in Washington DC, USA, reporting to the President. Salary will be commensurate with experience, with a significant part of the compensation based on individual and organizational performance.

### Primary Responsibilities

- Build world class communities composed of the leading companies, institutions, and experts in the given industry sector, including coordinating their involvement in CG/LA Infrastructure activities (events, projects, task forces) and with an aim to develop these relationships into memberships
- P&L and team management responsibility for the given industry vertical, achieving significant top line growth and revenue, contribution, meeting registration, and retention targets
- Management of events, projects, and task forces that advance progress on issues and topics critical to advancing infrastructure development in the given industry sector as per CG/LA Infrastructure's membership strategy
- Design, management and facilitation of industry community related activities and meetings both as standalone activities and as part of the broader CG/LA Infrastructure Leadership Forums
- Member of Leadership Team contributing to the overall strategy and development of CG/LA Infrastructure's strategy and activities

### Qualifications and Skills

- Minimum 10 years relevant experience including knowledge of infrastructure development and related challenges/opportunities in at least one of the priority industry sectors

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- Excellent sales and relationship management skills, with experience dealing with senior leaders from business, government, academia, and civil society
  - Deep network of senior level executives, experts, and professional associations in at least one of the priority industry sectors
  - Demonstrated ability to multi-task and manage projects and timelines in a fast changing environment
  - Excellent team player and strong team management skills
  - Outstanding verbal and written language skills in English. Additional proficiency in a second language would be an asset
  - A passion for infrastructure and all issues related to infrastructure
  - A Masters degree in business, economics, management, public administration, engineering, or other relevant field would be an asset

This position will either be at the Director or Managing Director level based on the candidate's specific experience. Please apply by sending an email to Marina Micic at [marina@cg-la.com](mailto:marina@cg-la.com), and provide us with your CV and a cover letter describing your interest and motivations.