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## **INDUSTRY MANAGER INFRASTRUCTURE TECHNOLOGY AND INFRASTRUCTURE SERVICES INDUSTRIES**

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 currently recruiting professionals as Industry Managers for the Infrastructure Technology and Infrastructure Services industries. This is a fulltime position and will be based in Washington DC, USA, reporting to the respective Head of Industry. Salary will be commensurate with experience, and will include the potential for a bonus 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
- Achieve 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 and management of industry community related activities and meetings both as standalone activities and as part of the broader CG/LA Infrastructure Leadership Forums

### **Qualifications and Skills**

- Minimum 3 years relevant experience including knowledge of infrastructure development and related challenges/opportunities in at least one of the priority industry sectors
- Excellent sales and relationship management skills, and ideally with experience dealing with leaders from business, government, academia, and civil society

- Network of 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
- 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
- Undergraduate degree in business, economics, engineering, or other relevant field

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.