

At Ready Engineering there is a vital role for people with a talent for unearthing opportunities that connect clients with engineering solutions. Through the Ready Business Administration program (the "RBA"), we continuously grow Ready's capacity to manage engineering teams at the 95th-percentile of our industry and we are in a position to add complementary sales capacity. We will add to our team an individual who is as passionate about the profession of engineering and client-focused consulting as we are.

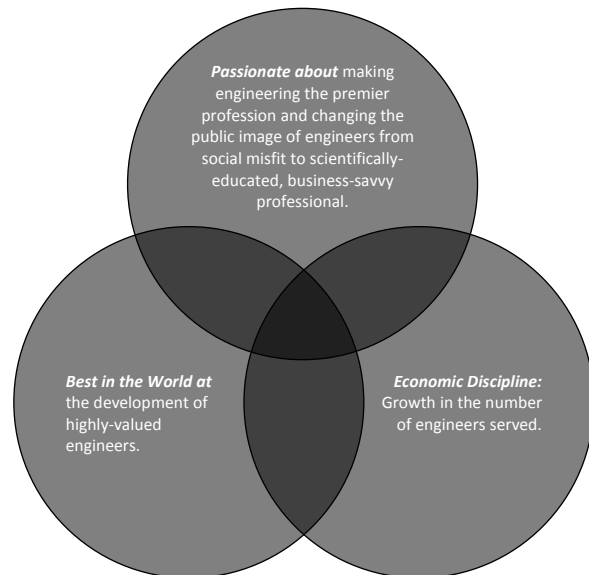
We serve clients from offices across North America in industries that include biofuels, chemicals and fibers, mining, oil and gas, pulp and paper, special waste management, and nuclear, fossil, and green power generation. If you have expertise and relationships in a region or industry presently untapped by Ready, consider building your business here. Click [here](#) to learn more about Ready.

ARE YOU READY?

You are the type of person who "gets it" and thrives on connecting others with exactly what they need. You build relationships and create repeat clients with exceptional service. When you speak with other professionals you ask the right questions to uncover their underlying concerns and you follow up by offering creative, pie-expanding solutions. You are persistent and have developed your social skills to the point that you no longer take a rejection personally. Ideally, to you, every rejection is an opportunity for improvement.

You are the type of person that connects with people and leverages those networking investments into success stories a few years later or, if you prefer, you are lucky. Your open-minded attitude means you are approachable, personable, and willing to consider varying opinions before you engage your critical sales skills to provide a solution. Your grit enables you to persevere to get to the root of others' problems and create offers that make it easy for them to say, "Yes!"

You are self-motivated. You think strategically about the steps you take to grow a business, and you may even have done this in the past—successfully or not. If you have an internal desire to achieve great things and have a business-focused plan to do so, we should talk.



To be successful at Ready:

- You have exposure to industrial facilities and an appropriate academic credential in engineering or information technology.
- You are well-suited to the unique challenges that consulting engineering provides. In addition to possessing technical expertise, you understand clients' needs, recommend solutions, close deals, and ultimately achieve client satisfaction that results in repeat clients and referrals. New clients come to Ready for our technical expertise; existing clients come back for our unparalleled ability to satisfy their business needs through relentless attention to client-centric consulting and communication.
- You have an entrepreneurial attitude, a desire to learn how to be a part of one of the best-managed consulting businesses in the World, and the grit to stick with it.
- You choose not to conform for the sake of conformity, but critically consider whether the industry standard methods of doing business are optimal.
- You value personal responsibility and flexibility.
- You see the big picture, without negating the immediate details confronting you. You make strategic decisions that meet short term needs and consider the long-term opportunities.
- You delight in maximizing the opportunity and facilitating the success of all parties.
- You enjoy communicating, whether verbally or written, and you use this to build relationships, both new and existing.
- You influence without authority, and have many examples where you've successfully done this.
- You close. And if you don't, you learn what you need to do better next time to ensure the success of yourself, your company, and your clients.

APPLICATION INSTRUCTIONS

If you are interested in being part of the Ready team, please submit an application package comprised of a cover letter and resume to careers@readyengineering.com. See readyengineering.com/locations for a map of Ready offices.

We get it. Done. Professionally.