

JOB DESCRIPTION - PRINCIPAL

A Principal of Meridian Consultants serves as a senior leader of the firm, responsible for overseeing business development and management while being an experienced professional specializing in addressing environmental and planning issues. Principals lead multidisciplinary teams, ensuring projects are completed on time, within budget, and in compliance with all regulatory requirements. This role involves strategic business development, client management, and staff mentoring, with a focus on expanding the firm's presence and reputation in the planning consulting industry.

This is an Exempt Position and reports to the Board of Managers of the firm.

Client Relations & Business Development

- Establish and maintain strong relationships with clients, government agencies, and stakeholders
- Lead business development initiatives to attract and retain clients.
- Prepare proposals, presentations, and marketing materials to support business development efforts.
- Manage contracts and client expectations.

Leadership & Management

- Provide strategic direction and leadership to the firm, guiding project teams successfully through environmental review (i.e., CEQA and NEPA) and planning processes.
- Manage project budgets, schedules, and resources to ensure efficient and effective delivery of services.

Technical Expertise

- Serve as the firm's subject matter expert on environmental review regulations and planning law.
- Provide technical guidance and oversight to project teams.
- Review environmental review and planning documents to ensure accuracy and quality.

Team Development

- Mentor and develop team members while fostering a collaborative and supportive work environment.
- Provide training on environmental review and planning processes, technical writing, and project management
- Lead recruitment efforts to attract top talent to the firm.