

## **Principal Consultant— Solid Waste Practice**

Are you passionate about helping municipal clients navigate complex solid waste systems? We are seeking an experienced Principal Consultant with a strong background in solid waste financial analyses, operational reviews, and general utility rates and strategy to join our dynamic team. In this role, you will be the lead consultant for key clients guiding them through complex challenges at the convergence of the “triple bottom line” to find the right balance of environmental stewardship, social acceptance, and economic viability. We work for public sector entities such as city governments.

Our work is meaningful, challenging, and exciting. Our company is focused on growth, innovation, and teamwork, and, in this role, you will have an impact on not only your fellow coworkers and the company, but on communities across the country.

### **Responsibilities**

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- Conduct strategic planning and financial solid waste analyses – including, but not limited, to solid waste master planning, cost of service and rate design studies, procurements, and feasibility analyses regarding solid waste collection, processing, disposal, and end market options.
- Stay abreast of evolving regulations, policies, and market trends, and provide clients with timely and accurate advice.
- Utilize Microsoft Excel-based financial and operational modeling tools.
- Prepare and deliver reports, memoranda, and/or presentations summarizing analyses and results to city councils, county commissions, solid waste boards, etc.
- Act as a subject matter expert on a variety of solid waste related initiatives.
- Project management and prosecution of work including the effective use of NewGen technical and support resources. Including team selection and coordination of assignments.
- Develop professional staff and evaluate performance of staff reporting directly to them.
- Lead business development efforts including preparation of project proposals, client interaction, writing articles, and conference attendance.

### **Qualifications**

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- Degree in Public Administration, Finance, Economics, Accounting, Engineering, Math, or related field.
- Minimum of 12 years of solid waste consulting experience preferred.
- Strategic understanding and insight of solid waste industry trends.
- Experience with utility rate making process and resource planning fundamentals.
- Ability to utilize Microsoft Excel-based financial and operational modeling tools.
- Team oriented ability to work effectively and collaboratively with people at all levels in the organization.
- Familiarity with leading task and project teams and monitoring project scopes, budgets, schedules, and resources.

- Strong analytical and quantitative problem solving skills.
- Strong verbal, interpersonal, and presentation skills
- Deadline driven individual who can work efficiently and effectively on his/her own and in a team environment.

### Additional Information

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**Location:** Austin or Dallas Texas locations preferred. Fully remote locations nationwide will be considered. We offer flexible work schedules with the understanding that a client deadline takes precedent.

**Employee Type:** Full-time. Some overtime and travel will be required.

**Salary:** We offer competitive salaries and bonuses. Our benefits package is competitive and includes medical insurance, maternity and paternity leave, 401K Plan with matching, paid vacation and holidays, and flexible work schedules. Investment in both formal and informal professional development is encouraged and funded by NewGen.

Base Compensation Range: \$150,000 - \$175,000

The range provided is NewGen's reasonable estimate of the base compensation for this role. The actual amount may be higher or lower, based on non-discriminatory factors such as location, experience, knowledge, skills, and abilities.

**Legally Authorized to Work in United States:** To qualify, applicants must be legally authorized to work in the United States, and should not require, now or in the future, sponsorship for employment visa status. NewGen is an equal opportunity employer and complies with all federal, state, and local fair employment practices laws. NewGen strictly prohibits and does not tolerate discrimination against employees, applicants, or any other covered persons because of race, color, religion, creed, national origin or ancestry, gender identity, sexual orientation, marital status, sex (including pregnancy), age, disability, past, current, or prospective service in the uniformed services, or any other characteristic protected under applicable federal, state, or local law.