



## UTILITIES CONSTRUCTION

### IMPROVING YOUR ENTERPRISE **WITH DEDICATED TALENT**

Keeping your utilities construction enterprise profitable requires professionals with the technical expertise and business acumen to accomplish complex job tasks on time and on budget. With over 50 years of cumulative experience in utilities construction recruitment, The Newport Group knows how to find the experienced, dedicated construction professionals you need to stay competitive and grow your business. Our search process guarantees we only work with candidates who are **in the market**, not just “on it”, so we know that every expert we present is qualified for the position and dedicated to their practice. What’s more, we tailor our searches to meet your unique needs, ensuring your human capital investments provide a fast, long lasting and positive return.

### OUR UTILITIES CONSTRUCTION PLACEMENTS INCLUDE:



#### CxO & Senior Management

- CEO
- CFO
- COO
- VP of Construction
- General Manager
- VP of Business Development



#### Safety & Operations

- Regional Safety Manager
- Division President
- Division Manager
- Safety Director
- Senior Project Manager



#### Project Management

- Regional VP
- Chief Estimator
- Pipeline Superintendent
- Project Executive
- Project Manager

# EXECUTIVE SEARCH FOR CONSTRUCTION ENTERPRISES

## KNOWING IS THE WHOLE BATTLE

Qualified, job-ready talent is essential to growth in utilities construction, so you deserve a search firm with a full understanding of both the happenings in your industry and your company's strategic priorities. At Newport, not only do we stay involved in the industry, keeping an eye on market trends, technological advancements and "who's who", but we utilize a **customized, cost-effective search process** that ensures our candidates don't just fill an open position, but continually contribute to your business' long-term success.

## THE NEWPORT GROUP'S SMART SEARCH PROCESS™

S

**SPECIFY** - The first step we take is to define particulars—not just for a role, but your company, its mission and your business goals. We work with you to establish the objectives and specifications of the position, and to understand the character and culture of your organization. This way we have a thorough understanding of what you do and don't want, and how best to present your opportunity to candidates in the next step.

M

**MARKET** - We use a unique combination of research and recruiting tactics to find, attract and bring in professionals who not only meet the skills, experience and vision you require, but are ready and able to make their next career move. Industry and competitor analysis, an extensive referral network and hyper-targeted social media engagement are just some of the tools we use to acquire **the right fit** for your organization.

A

**ASSESS** - Every candidate we choose for this step undergoes a comprehensive interview and career evaluation. We thoroughly examine their work history and a myriad of professional criteria, from awards and accolades, to passions and ambitions. **We also become your champion**, highlighting the opportunities and benefits associated with your company, all to establish that the caliber and objectives of the professionals we present will meet, if not exceed your expectations.

R

**REFER** - Once the assess step is complete, we present a detailed summary of the **most qualified, well-suited candidates** in the market, and provide intelligent, realistic direction moving forward. We know the final steps can be difficult for clients and candidates, so we make them as easy and clear as possible, offering both parties practical negotiation guidance, coaching candidates through their transition, and maintaining communication throughout the hiring process.

T

**TRACK** - We look at our clients as long-term partners, and our relationships extend beyond an accepted offer. We assist in resignation and on-boarding processes, and provide consistent, hands-on follow up well after the start date to **ensure a smooth transition** for you and your newly hired talent. Bottom line, our goal is to help your organization achieve enduring prosperity with successful placements of qualified, experienced industry leaders.

## GET TO KNOW A TEAM MEMBER



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8 years' executive recruiting experience, specialized in permanent placement. He has aligned proven talent field operations, management, and executive leadership with many of the leading Utilities and Pipeline contractors across the country. Sectors: Natural Gas, Power, Telecom/Communications, T&D, Transmission & Distribution, Facilities, Substations, Utility Support Services, HDD.

### MARK'S LATEST PLACEMENTS

- **GROUP PRESIDENT - POWER & GAS**  
CHICAGO, IL
- **COO - GAS**  
SAN FRANCISCO, CA
- **VICE PRESIDENT - POWER T&D**  
PHILADELPHIA, PA
- **DIRECTOR OF OPERATIONS - GAS**  
KANSAS CITY, MO

Go to [www.newportsearch.com](http://www.newportsearch.com) and learn more!



CONTACT US



SEE OTHER PRACTICES



BECOME A CLIENT

**N THE NEWPORT GROUP**

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