

CIWESS SOCIO-ECONOMIC SEMINAR SERIES

Concordia University, Montreal, QC

Talk scheduled from 10:00 a.m. to 11:00 p.m., Location: EV 3.309

'Presentation and Q&A session with Michael Snow'

Tuesday, October 17th, 2017



Michael Snow, Golder Associates - Principal Geotechnical Engineer, National Leader P3/Large Infrastructure Pursuits

Mr. Snow graduated from Concordia University in 1983 and subsequently from Waterloo University in 1985 with a degree in geotechnical engineering. He is a Senior Engineer and Principal for Golder Associates in Ottawa and has over 30 years of consulting experience in civil, geotechnical, and solid waste engineering. He is a registered engineer in Newfoundland, Quebec, Ontario and California.

From 2009 to 2015, he was the Vice President - Business and Client Development for Canada with Golder Associates where he advocated a stronger client-focused culture, business development program, key account program, and proposal excellence initiative. From 2002 to 2008, he led the Global and Canadian Waste Management practice and initiated the Sustainable Communities initiative in 2008. Mr. Snow believes strongly in the important role that engineer's have in informing public policy as it relates to investments in the built environment. He is also an ardent believer of the inherent value clients obtain from consulting engineers when selection is based on qualifications and value-added relationships with the consultant. He has been on the Board of Consulting Engineers Ontario (2009-2014) and served as Chairman (2012-2013). He is currently serving on the Board of the Association of Consulting Engineering Companies - Canada (2015 - present).

He advocates for a client-focused approach to client and business development, where building trusting relationships is anchored in strong and credible technical skills, reliable project delivery, and a deep understanding of the client's business objectives. and sits in American Geophysical Union's Water and Society Committee.

For more information, contact Priyanka Pandey at programcoordinator@encs.concordia.ca , Tel: 514-848-2424, ext. 4250 .

