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| AMAR A. RAJPURKAR  Vice President  Amar Rajpurkar has extensive experience in the infrastructure engineering and architectural industry, holding leadership positions in regional growth, office management, strategic direction, contract administration, operations, sales, recruiting, client management, and professional and civic societies. Much of his career has been focused on the transportation field, serving transit, rail, aviation, and highway clients, while supporting the water, wastewater, and water resources practices in the greater Chicagoland and Midwest regions. He has been involved in every phase of project development, including planning, design, and construction on architectural, infrastructure, and environmental projects of all sizes and complexities. Amar is experienced in projects and programs delivered through design-bid-build, design-build, public-private partnerships, and project management/construction management delivery models. His leadership style can be described as collaborative, engaging, strategic, and fiscally responsible.  Work Experience  Adjunct Faculty. Northwestern University. 2020-Present. Co-teaches MPM423 - Business Development in the Built Environment. This course concentrates on approaches to proposal and presentation development, advertising and marketing strategies in the transportation infrastructure field. Lecture material includes real client and consultant examples to teach coursework. In 2019, volunteered co-teach this course.  Vice President and Area Manager. Parsons. 2017-Present. Based in Chicago, Amar oversees operations in Illinois, Iowa, Wisconsin and Michigan, including various project field offices. The Mobility Solutions MidCentral region consists of a team of approximately 78 engineers and technicians in the fields of civil (highway, rail and water disciplines), structural (bridges and tunnels), geotechnical, electrical, and mechanical engineering, and includes design, condition inspection, and construction management/construction inspection staff. Amar is accountable for business strategy, growth, profit and loss performance, talent management, and regional operations oversight, including directing and managing large, complex traditional and alternative delivery projects. In this role, he leads the proposal and presentation initiatives for the large, complex pursuits and opportunities.  Vice President and Illinois Office Leader. HNTB Corporation. 2015-2017. Amar was responsible for overall growth, operations, recruiting and retention, quality, and client satisfaction for the 170-person Chicago-based office. Led the development of the annual and three-year rolling strategic growth plan describing market conditions, implementation strategies, investments, and talent acquisition. Presented annual vision and strategic goal achievements to corporate leadership, quarterly updates to division leadership, and bimonthly updates to Chicago staff. Provided direction for annual and monthly financial targets with office leadership and department management team. Served as project principal on several mega and super mega projects. Led business development growth and sales strategies working closely with client service managers, pursuit champions, project managers, seller-doers, and marketing staff. Ensured pursuit management plans were developed for all major targets. Participated in the preparation of all major proposals and presentations.  Regional Outside Sales Lead. Jacobs. 2010-2015. Amar was responsible for overall growth and sales for the Illinois and Missouri infrastructure practice of more than 170 staff. Developed annual strategic growth plans describing market conditions, implementation strategies, top pursuits, and investments. Presented annual and quarterly progress to the North American infrastructure division’s leadership. Worked as a collaborative partner with the operations manager to balance operations and sales targets. Used a network to attract talent for specific targets or client growth initiatives. Participated in client audits. Developed a combined operating and sales forecast plan on a rolling, five-quarter basis. Served as project principal on select projects. Led the growth and sales strategy, working closely with client service managers, pursuit champions, project managers, seller-doers, and marketing staff. Maintained a client relationship management and sales database of all contracted, pending, and future projects. Ensured pursuit management plans were developed for all major targets. Led major proposal and presentation preparation with marketing team support. Served as primary lead for teaming arrangements with majority or minority partnerships. Actively recruited top talent based on strategic goals. Supported the operations manager to improve morale through employee training, mentoring, communications, recognition, and participation. Participated and sponsored several engineering societies. Managed one government relations firm for the state.  Vice President. Regional Business Manager. AECOM. 1996-2010. Amar served as regional business lead, overseeing 600 employees in nine operating Midwest states to ensure all acquisitions and newly created market sector groups were working together strategically on joint pursuits. Ensured the team leveraged all client relationships and pursued talent as one organization. Developed annual strategic growth plans describing market conditions, implementation strategies, and top pursuits, using a collaborative approach with regional market sector leads for highways, aviation, and rail. Presented annual and quarterly updates to Midwest and national transportation leadership teams. Worked as a collaborative partner to the regional transportation manager. Used a network to attract talent for specific targets or client growth initiatives. Participated in client audits. Developed a combined operating and sales forecast plan on a rolling quarterly basis. Led growth and sales strategies, working closely with client service managers, pursuit champions, project managers, seller-doers, and marketing staff. Led major proposal and presentation preparation efforts with marketing team support. Served as primary lead for teaming arrangements with majority or minority partnerships. Supervised a marketing team of eight proposal writers, graphic designers, and corporate communications staff. Managed several government relations firms and consultants in Minnesota, Wisconsin, Illinois, and Tennessee.  Project Manager and Office Manager. Shah Engineering Inc. 1990-1996. Amar was responsible for providing day-to-day operations, sales, and recruiting support to the president. Managed several engineering and building projects. Developed and maintained an invoice tracking system, developed or reviewed client invoices, and managed payroll and office administrative functions. Led proposal and presentation efforts in a prime or subconsultant role, supported the president in teaming arrangements with majority partnerships, and participated in preproposal meetings. Served as project manager or designer for many small- to medium-size highway, rail, aviation, building, or water and sewer projects. | YEARS OF EXPERIENCE  Total: 31  With Parsons: 3.5  Education   * Bachelor of Science, Architectural Studies, University of Illinois at Urbana-Champaign, Illinois, 1990   Professional Affiliations   * Economic Club of Chicago, Member, 2016-Present * Illinois Road and Transportation Builders Association (IRTBA), Member, 2013-Present * American Council of Engineering Companies (ACEC) of Illinois, Board of Directors, 2010-Present * SOS Children’s Villages Illinois, Event Committee Co-Chair, 2009-Present * Women's Transportation Seminar (WTS), Member, 2008-Present * Civic Federation, Board of Directors, 2015-2018 * City Club of Chicago, Member, 1996-2018 |

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