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Day in the Life
Regional Director, France

What work do you do for Systech?

I am one of Systech's Regional Directors, in charge of business development and managing our presence in France, French-speaking countries and Spain. I also spend part of my time working on commissions for our clients in those regions.

What is your typical day?

Be it in business development or in executing commissions, I come across such a great diversity of people, challenges and situations that it would be hard to define a typical day. I really enjoy this aspect of my work, as I don't like the feeling of being in the same routine everyday.

A day of business development notably involves meetings with clients and prospects, gathering business information, preparing offers, and marketing our services.

When on commissions I have mainly been working on building and defending claims for our clients, involving a fair share of contract drafting and meetings.

What are the interesting aspects of your work?

My favourite part of it is the constant need to think in strategic terms. It involves analysing complex problems, identifying suitable solutions, following their implementation, and adapting to unforeseen circumstances as they arise. I also enjoy interacting with a wide array of people, from diverse trades and backgrounds.

What are the challenges?

The very nature of our work leads us to interacting with senior executives from our clients. This entails high levels of expectations as to the quality of our services, and the constant need for us to strive through continuous improvement.

What training and support has Systech given you?

During my work on commissions, I have always been able to rely on the expert knowledge within Systech, which I believe is one of its main assets. I have been learning a lot from discussions with my more senior

colleagues, sharing insights from their wealth of experience.

In terms of training, the company has shown openness in me developing my qualifications in our trade – the ball is in my court!

What words of advice would you offer someone thinking of working for Systech?

With its 500 plus consultants spread across five continents, Systech offers a wide array of opportunities on high-stake projects for world-class companies. At the same time the company's size allows it to remain flexible and react promptly to opportunities.

What social activities have you been involved in?

Besides the breakfast seminars organized every 6 months for our clients, we enjoy Parisian bars and restaurants with our consultants here, notably when our MD is in town.



Sir John Monash Australian War Memorial, France

What is the culture like?

When comparing with previous experiences Systech stands out for its lack of internal politics. No hidden agendas and turf wars for power here. People are evaluated according to their performance and added value to the business, which makes everyone work in the same direction and towards the same objectives.

How has working for Systech helped you achieve your career goals?

Before joining Systech I spent ten years' working as a contracts manager for an engineering and construction contractor. Systech has entrusted me with business development which is uncharted territory to me. I really enjoy learning new skills that I believe are key to my career development, in a line of business in which I get to have a hands-on experience.

What makes working for Systech different from the competition?

I believe that our dedication to main contractors and our international footprint are some of our great assets. Throughout the 25 years' of Systech's history we have accumulated

unparalleled experience on the needs and challenges met by contractors in the construction industry.

Being privately owned, Systech remains independent and features a flat management structure that allows for limited bureaucracy and direct contact with senior management.

What has been your greatest achievement working for Systech?

I have been involved with two commissions that were in both cases the first ones with these clients. As one never gets a second chance to make a good first impression, it was critical that our relationship started on a sound basis. In both cases I believe I was able to demonstrate Systech's added value, thereby building potential for lasting business relationships.

Tell us about a project where you have learnt a key lesson?

In my very first job I worked as subcontracts administrator on a construction project in Qatar and came across a subcontractor that was very skilled in building and settling claims with their clients. Although the experience was at times painful being

on the other side of the fence, I learnt an awful lot from them, notably in terms of strategy and organization.

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