

Canadian Institute of  
Quantity Surveyors

Institut canadien des  
économistes en construction

## STUDENT ENGAGEMENT PROGRAM

"Meet the People"



**Edward Traore, PQS(F)**

**TITLE:** President/CEO

**COMPANY:** TDI Global Services  
Synergy Ltd.

**YEARS IN PROFESSION:** 27

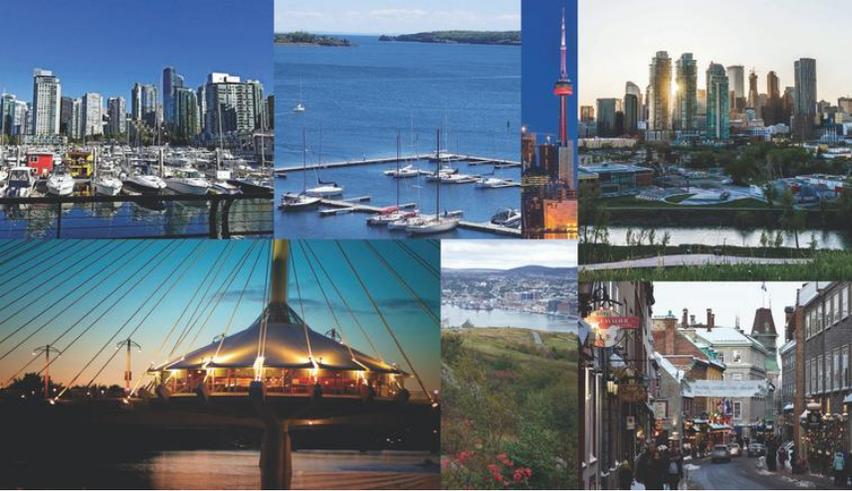
### What education did you need to get into your chosen profession?

There are several degree and training options on the path to becoming a qualified Quantity Surveyor. In my case, I started with a college degree / diploma (HND) in Quantity Surveying after I graduated high school. This was later followed by a master's degree (MSc) in Construction Management including several other work-related training and professional qualifications achieved via the Canadian Institute of Quantity Surveyors (CIQS) and the Royal Institution of Chartered Surveyors (RICS).

### How would you describe your career path?

Exciting step change! In my early career years, I had no idea where I was headed far in advance, but I have always loved new challenges and striven to do well. Looking back 27 years ago when I started out as a graduate Quantity Surveyor and currently as a business owner, I see a step change following the initial path of continuous improvement and career decision resulting in a remarkable professional advancement.

About 20 years ago I relocated to Canada and applied to join the CIQS for professional networking and support to further my career as a Quantity Surveyor. A few months later I landed a QS job with a cost consulting firm and spent the next 18 years working for a few other cost management and construction companies before starting my own consulting practice 2 years ago. Overall, my early work experience and continuous improvement have been the common elements of my professional career, but it has not been a clear linear career path.



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### What does a typical workday look like for you?

In a typical workday, one of my main tasks is checking in on my team and assessing progress on various projects.

Generally, I like to meet early on Mondays to discuss our priorities for the week, then follow up mid-week to check progress, and lastly at the end of the week to discuss goals for the upcoming week and create a list of priorities. I regularly meet with my team to brainstorm and troubleshoot any issues arising. For example, during a recent follow up meeting, I noticed we are going to be a few days behind on a project deliverable.

I met with the team and, together, we came up with a strategy to meet the deadline. Finally, I also ensure all tasks are completed and all necessary communications sent to the appropriate people.

### What are some of the challenges of your job?

During my years as an employee working under the supervision of senior Quantity Surveyors, I learned a lot about paying attention to details and meeting deadlines. When I moved into my first management position, I had to learn to be more direct with employees who were not pulling their weight with the consequence of missing deadlines. I am continuously working with my team to improve and learn how to be comfortable addressing performance issues quickly.

### What do you like most about what you do now?

Over the years I have learned that quantity surveying is an exciting career path in the construction industry considering the strategic aspect of the profession. The professional QS not only focuses on assessing the cost of the project but also incorporates strategic methods of value creation for the client.

I see the concept of quantity surveying as a premise for value creation. As I have gone from being a graduate QS to running a major management practice and providing integrated business solutions, I think about the strategic element of quantity surveying as a project manager for engaging clients. I believe that has applied in the work that I am currently doing leading my organization and making decisions to create value for our clients.