



**Public | Corporate Principal
Sacramento, CA**

Our client is an integrated architecture, interiors, engineering and planning firm that helps prepare its clients for the future. By understanding their cultural and business needs, they help clients realize their organization's vision and potential through responsive, innovative and sustainable design. Their clients achieve this through multidisciplinary collaboration, knowledge sharing, and design investigation. Ranked among the top 10 architecture and engineering firms in the country, they now have eight offices nationwide, and approximately 800 employees.

POSITION SUMMARY:

This position, located in their Sacramento, CA office, supports their mission of creating great design, developing the best people and ensuring a rewarding client experience using a sound business approach. The ideal candidate is someone who is very interested in growing their Public |Corporate footprint in the California marketplace, securing new business using innovative, creative, and entrepreneurial strategies, and providing design and architectural leadership associated with public sector / governmental and commercial clients on new facilities, additions or remodels. The position works closely with other principals and project managers to achieve the client's objectives while striving to meet their collective goals of design quality, innovation and profitability.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Identifies new business opportunities while nurturing existing client relationships, aligns internal teams and resources for the best client results and drives revenue with year-over-year revenue growth.

Works with the Office Director, local principals and, if/as required, the Market Sector Leader and others to develop and implement office-based, market sector strategies and related support of various marketing activities. Markets the interdisciplinary services of the firm consistent with the overall marketing strategy through participation in business development activities such as networking, proposal development, interviews, speaking engagements, and professional organizations related to workplace design and planning.

Provide motivation to employees and provide the best possible working environment. The Principal is expected to be a mentor and coach for the office staff. The Principal must be available to both employees and clients to the greatest extent possible.

Implements the marketing plans and goals for the office.



Prepare proposals on a timely manner to ensure proper review, thus improving the opportunity for marketing success. To fully implement a successful marketing plan, the Principal must stay abreast of the capabilities of other company branch offices and their personnel.

Monitors the progress of the project to verify consistency with established goals and objectives and also evaluates the working relationships between the client/project manager and team and serves to facilitate, clarify, or coach as necessary.

Maintains positive relationships with consultants, contractors and agencies to build high performing teams and increase potential business opportunities.

Prepare contracts and budgets for projects for which one is responsible. Closely monitor projects by the use of financial tools such as: expected revenue backlog report, staffing model, labor detail report, payroll to WIP report, and monthly financial statements.

Directly responsible for the completion of the billing process, collection of client billings and other operational and financial matters. Hold clients accountable for meeting the terms of their contracts.

Signs, as necessary, as a representative of the firm, construction documents, contractor requests for payments, change orders, certificates of completion and similar documents related to the project, which have corporate implications.

Exhibits a leadership style and work ethic that demonstrates the highest degree of professionalism, energy and dedication to the success of the firm.

Other duties or responsibilities as assigned.

COMPETENCIES (KNOWLEDGE, SKILLS AND ABILITIES) REQUIRED:

- Ability to effectively present in public, sell, and convey the services of the firm
- Ability to think strategically, implement change, and resolve conflict
- Ability to provide strong leadership, project management and organization skills
- Ability to deliver results in a timely manner while providing high quality services
- Ability to create and maintain positive relations with clients and office personnel



- Ability to interact and communicate effectively and professionally with other team members and all representatives of clients or external community
- Ability to demonstrate strong communication and listening skills
- Ability to handle multiple, complex assignments
- Ability to make consensus-based decisions on a timely basis

QUALIFICATIONS:

- Four or five-year accredited college degree in architecture or equivalent work experience; graduate work preferred and evidence of on-going continuing educational experiences
- Registration / licensure strongly preferred
- LEED accreditation is desired
- Minimum 15-20 years' experience preferred in the architecture industry
- Working knowledge of AutoCAD, Revit, SketchUp and other industry accepted design software tools
- Proficiency in Microsoft Office Suite
- Proven track record of winning project pursuits
- Available for travel within the State of California on an as needed basis

WORK ENVIRONMENT:

These physical demands are representative of the physical requirements necessary for an employee to successfully perform the essential functions of this position. Reasonable accommodation can be made to enable people with disabilities to perform the described essential functions of the job.

- Work will generally be performed in an office environment that requires regular use of hands, some walking, sitting for extended periods of time and interactions that include talking and listening.
- Occasionally may lift or move items up to 25 pounds and may be required to stop, bend, kneel or crouch.
- Overtime may be necessary as workloads dictate and may require limited travel to other work sites.

They offer excellent opportunities to work on great projects in an office culture where personal growth, challenge and visibility are alive and well.

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