

PROJECT DIRECTORS – HEALTHCARE MARKET

Position Title:	Project Director	Travel Required:	30-40%
Licensure Required:	Preferred/not required	Position Type:	Full-time; Hybrid in office/remote
		Salary Range*:	\$130,000-\$170,000/Annually

LOVE WHERE YOU WORK!

Voted *Best Architectural Firm To Work For since 2018*, Taylor Design, a 100% employee-owned firm, is looking for a **Project Directors** to join our offices in Northern California.

The Project Director is a dynamic leader in the organization with many external and internal responsibilities. This position functions as the primary source of client relationships. The Project Director's primary responsibility is project profitability and growth, achieved by developing, managing and directing projects while developing, nurturing and managing client and team relationships. The candidate must demonstrate a high level of effectiveness leading, mentoring and managing his team, and successfully collaborating with the other Project Directors to ensure that enterprise resources are appropriately utilized and balanced.

Role:

- Role-models Taylor Design's core values of humility, a curious mind, and an entrepreneurial spirit.
- Develop and maintain a network of past and current clients and industry partners.
- Oversees and leads a group of Project Managers/Studio to effectively establish revenue targets, sales, and manage the resulting book of business to maximize profitability for the firm.
- Provides leadership by interacting with clients, staff and consultants advocating for excellence in design.
- Maintain high-level, consistent, and effective communication with client decision-makers.
- Build staff capabilities through professional development programs, goal-setting meetings, and mentoring designed to improve technical, management, professional, and communication skills of staff.
- Ability to successfully work with agencies having authority over projects (local inspectors, OSHPD, etc.) and an understanding of codes and requirements for projects in the group/studio.
- Knowledge of building systems, sustainability, and ability to follow and work within quality assurance/quality control processes in the firm,

Requirements:

- Bachelor's degree plus 10 years of related experience in management and leadership roles within AEC.
- Experience in Business Development including full involvement in proposals and interviews, as well as strong knowledge of industry and market sector trends.
- Client relationship and project management skills, combined with a positive attitude, strong work ethic – a person who others follow.
- Knowledge of AEC project accounting, people management, data interpretation, business and contract risks, and marketing principles.
- Awareness and experience with varied forms of project delivery and contracting including IPD and Design-Build and Design-Bid-Build
- Ability to travel as needed.

At Taylor Design, we're humble— it keeps us grounded. We value an entrepreneurial spirit—it feeds our creativity. We put a premium on curiosity—it guides our future. Most of all, we believe in good design for the good of all.

We are committed to fostering, cultivating, and preserving a culture of diversity and inclusion. As an employee-owned firm, our staff understands what drives success. Every employee is positioned to think like an owner. Position is a hybrid remote position.

Please visit <http://www.WeAreTaylor.com/WhyUs> for more information on your competitive benefits package.

Important Notes

Taylor Design is an Equal Opportunity Employer and participant in the U.S. Federal E-Verify program. Women, minorities, individuals with disabilities and protected veterans are encouraged to apply. Please note that Taylor Design does not accept unsolicited resumes from recruiters or employment agencies. In the absence of a signed contract, Taylor Design will not agree to pay any recruiter fee. In the situation an agency or recruiter submits a candidate or resume without a previously signed agreement and/or without Taylor Design's request, Taylor Design explicitly reserves the right to hire those candidate(s) without any financial obligation to the recruiter or agency. Any unsolicited resumes, including those submitted to hiring managers, are deemed to be the property of Taylor Design.

**Salary range is dependent on geographical location, years of experience in the industry and core markets, software skills, role responsibilities, and licensure and/or certifications.*