



Business Development Leader

Position Description: *Gould Evans is seeking a full-time Business Development Leader to join our growing New Orleans studio. This position will be responsible for the overall coordination and management of business development efforts, as well as generating project wins through independent lead finding, relationship development, opportunity tracking, intelligence gathering and development and execution of pursuit strategy. The ideal candidate would have a four-year degree or Master's degree in Business, Communications, Graphic Design or a related field, 8+ years of experience in Business Development or related field, experience working in the A/E/C Industry and established local and regional market and client connections. The candidate will work closely with firm leadership and the marketing team to develop business leads and make introductions. Effective communication and collaboration in a high profile, fast paced, self-motivated environment is essential.*

Gould Evans is a design driven practice seeking top talent with the ability to work within multiple platforms and understand a holistic approach to design. We seek employees and clients who share our values of intellectual curiosity, collaboration and passion for meaningful design outcomes.

Our portfolio is intentionally diverse – in project type, scale and location. This diversity is a strength that encourages innovative, critical thinking and discourages a formulaic approach. Above all, we work to create solutions that transform their surroundings, engage their occupants, sustain their environment and support our clients' missions.

Our culture is energetic, collaborative and open. We value people who have a positive impact on those around them. Currently, we have 160 associates across our New Orleans, Kansas City, Lawrence, Phoenix and San Francisco studios.

This position is a great opportunity:

- If you enjoy connecting with people, building relationships and developing leads
- If you are a self-starter and strong communicator who can work both collaboratively and independently
- If you want to help shape the evolution and design impact of our New Orleans studio
- If you are interested in working with a highly talented National Design Firm with the backing of great in-house resources and support

Primary responsibilities of the position:

- Working closely with the studio's leadership and marketing team, you will drive the business development efforts of the studio, and perform a strategic and hands-on function collaborating and acting as a liaison between them and potential clients and potential client resources, as well as help lead the team in winning work
- Identify potential market segment and client opportunities
- Manage and build the client relationship (business development), including proposal generation for new projects
- Work with firm leadership to develop long-range business goals and tactical achievement plans
- Share responsibility for promoting studio visibility (brand building strategies) including public relations, press, events

This is a full-time position which includes generous benefits such as vacation time, sick time, medical, dental, vision, life and disability insurance as well as participation in a 401(k) and employee stock ownership plans.

We're seeking candidates with:

- Four-year degree or Master's degree in Business, Communications, Graphic Design or related field
- A significant understanding and love of architecture and design
- Great communicator/storyteller with an engaging and energetic personality
- Strong writing skills
- Working knowledge of MS Office Suite and Adobe Creative Suite
- Ability to independently analyze and synthesize information and take action
- Candidates must thrive in a fast-paced, interdisciplinary environment
- Previous involvement with industry related organizations (i.e. AIA, IIDA, etc.) and community/civic organizations
- People person comfortable with interacting in groups and participating in networking events
- Strong persuasion skills and a love of the hunt!
- Ability to sometimes work outside of traditional office hours
- Ability to travel domestically

If this sounds like you, please submit your **resume and cover letter with salary requirements** to HR@gouldevans.com.
Please, no calls about this position. EOE/AA/Veterans/Disabled