

BUSINESS DEVELOPMENT DIRECTOR - PHOENIX FULL-TIME POSITION

GH2 Architects, LLC is seeking a Business Development Director to join our Arizona team. The ideal candidate will be responsible for identifying new project opportunities, developing, and implementing strategies to drive business growth, and building and maintaining relationships with clients and industry partners. **This position is available at our Phoenix location.**

Founded in 1973, GH2 is a highly collaborative team passionate about providing our clients with world-class designs and services. We are seeking a Business Development Director to join our growing team. We have offices in Phoenix, Tulsa, Oklahoma City, and Denver. Our firm operates with a flat organizational structure and has a diverse portfolio of work, including education, government/public, healthcare, office, non-profit, and recreation. GH2 maintains dedicated specialty practices in hospitality, equine, and historic preservation architecture. Team members participate in a design-oriented practice with colleagues who celebrate exceptional work, client service, and engagement with our professions and communities.

Primary Areas of Responsibility

- **Business Development Planning:** Developing and managing the Business Development Plan for the Arizona office, which includes establishing clear objectives, strategies, and budgets to drive successful business growth.
- **Market Research:** Performing market research and analysis to identify prospective clients that align with the firm's expertise and objectives.
- **Client and Business Development:** Establishing and nurturing relationships with current and prospective clients and cultivating a robust professional network.
- **Qualifications/Proposals/Interviews:** Collaborating with the internal marketing team to develop qualification, proposal, and interview messaging and content.
- **Promotional Activity:** Collaborating with the internal marketing team to participate in promotional activities such as conferences, advertising, and social media initiatives.

Qualifications

- Bachelor's degree, preferably in Marketing or a related field.
- Preference for candidates with 5+ years of experience in the Architecture, Engineering, and Construction (AEC) industry, with a solid grasp of industry terminology and procedures.
- Capable of prioritizing and handling tasks while upholding meticulous attention to detail.
- Proactive planning, critical thinking, and problem-solving skills are essential.
- Strong professional verbal and written communication skills.
- Solid networking abilities to create and sustain professional relationships.
- Capable of working both independently and collaboratively to achieve common goals.
- Proficient in utilizing business development tools such as CRM software, Microsoft Office Suite, and other relevant platforms.

We offer excellent compensation and benefits commensurate with experience. GH2 is a firm with a fun and collaborative work environment that fosters design excellence, professional

growth, dedication to quality, and mutual respect among professionals.

GH2 is an equal opportunity employer committed to providing a workplace free from harassment and discrimination. We do not discriminate on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. We encourage individuals from all backgrounds to apply and join our team.

HOW TO APPLY:

Interested candidates should email a cover letter with salary requirements, résumé, and limited work samples in a single pdf file to careers@gh2.com

All inquiries will be kept strictly confidential.