

## Gensler

### PROJECT DIRECTOR – MINNEAPOLIS

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Gensler is seeking a talented and innovative design professional for a leadership position in its Minneapolis office. The Project Director will be focused primarily on architecture; however, overall responsibilities will include leadership of project teams engaged in design and delivery of architecture and interior design projects, as well as development of client relationships and opportunities for new and repeat business.

The Project Director will work with other Gensler leaders on strengthening and expanding the firm's position in the Minneapolis region, including movement into new client segments and market sectors. The office is currently engaged in corporate workplace and retail projects and, in addition, is designing a new building for Twin Cities Habitat for Humanity.

For Gensler, successful buildings capture the spirit of their surroundings, even as they assert their own identity. They're visually appealing, healthy, comfortable, flexible, secure, and efficient — a pleasure to be in. And they pay their way, adding real value for their owners and users.



Twin Cities Habitat for Humanity, St. Paul MN  
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Gensler's design reflects their knowledge of how people and organizations can use and experience place and space. They work collaboratively with clients, communities, and end-users to create buildings that work well on every level, inside and out. They deliver their projects across global markets with a consistently high standard of service.

Representative market segments for the North Central Region include: Commercial Office, Corporate Headquarters, Education, Health & Wellness, Hospitality, Master Planning & Urban Design, Mission Critical, Mixed-Use/Entertainment, Retail Centers, Science & Technology, and Sports.

### ROLE AND RESPONSIBILITY

Gensler is organized around a highly collaborative studio leadership model, reflecting their core values and working style. From a management point-of-view, a Gensler Studio must successfully combine design, development, and key elements of practice management, including client marketing strategies, business development, client relationship management, talent development, financial sustainability, and delivery of professional services — focusing on creation of value for the client and the firm.

A Project Director is part of a Studio's leadership team and is responsible for integration of design, management, and technical expertise on specific projects. A Project Director works in concert with other colleagues to achieve goals related to project quality and process, while satisfying client requirements — a hallmark of all Gensler projects. A Project Director has primary responsibility for building and sustaining client relationships and, during the course of a project, will be involved with management of client relationships, as well as management of project teams that may include a range of consultants and collaborators, both internal and external.

As a member of a Studio's leadership team, a Project Director based in a specific office will also collaborate with other practice leaders within that Region and across the platform of the firm in order to develop projects that achieve distinctiveness and recognition for clients and the firm.

## POSITION REQUIREMENTS

At Gensler, the client is central to every project, and each member of the project team is responsible for bringing value to the design process. Candidates for the Project Director position should have a commitment to providing high-quality professional design services for clients. In addition, candidates should have experience working within a creative and collaborative client-focused design environment.

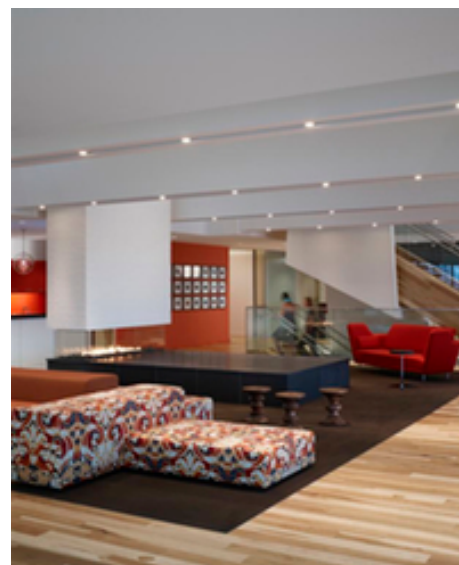
Candidates should be able to demonstrate experience building client relationships, leading and mentoring personnel, and achieving successful results with a high level of quality, productivity, and profitability.

Candidates should be versatile, self-motivated, and articulate; be experienced in working successfully with others; and have excellent communication skills.

The position requires a bachelor's degree (or higher) in architecture or a related design curriculum. In addition, it requires a minimum of 15 years of experience working as an architect or designer, of which at least five years has been in management and development of client relationships and leadership of project teams on significant architecture or design projects.

Candidates should be licensed, and since Gensler places a high priority on sustainable design, LEED professional accreditation is preferred.

In order to be considered for employment, candidates must be currently eligible to work in the United States and should be able to travel within and outside the USA. Fluency or proficiency in languages in addition to English is particularly advantageous.



Fallon Worldwide, Minneapolis MN  
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**Specific experience should include:**

- A portfolio demonstrating completed, relevant projects on which the candidate was directly responsible for management of the client relationship and project team. For this position, relevant projects include architectural projects for clients in the commercial, corporate, education, and mixed-use market segments.
- Experience developing relationships with new and existing clients that would enhance Gensler's competitive advantage and positioning in targeted market sectors.
- Experience in the development and direction of significant urban architectural projects, including those with "design excellence" criteria.
- Experience with collaborative management of an architectural practice group or studio.
- Proven leadership skills, including the ability to develop collaborative relationships that lead to successful results, whether within the firm (and across the platform of multiple offices) or externally – with clients, consultants, and other key participants in the design and development process.
- Proven ability in creative strategy development and innovative problem-solving.
- Management approach and methodology consistent with collaboration, consensus, and process-oriented design.
- Strong presentation skills (written, oral, and graphic), with the ability to be articulate and convincing in interviews and other presentations.
- A commitment to the principles of sustainable design and experience integrating them on specific projects.
- Familiarity with AutoCAD and experience with BIM and Revit are also advantageous.

**Leadership skills include:**

- Demonstrate leadership by motivating employees to reach their individual potential.
- Maintain a positive team environment by creating programs to boost morale.
- Provide staff members with an "open-door policy" to allow individuals to feel free to communicate with you and other members of the management team.
- Build staff capabilities through programs that improve individual skills and develop improved management and communication.
- Provide a creative, innovative and nurturing environment through your department by developing an effective coaching/mentoring program.
- Demonstrate ability to effectively communicate both orally and in writing.

Gensler is an Equal Opportunity Employer M/F/D/V.

**To apply for this position:**

Please submit the following materials to [gnc@talentstar.com](mailto:gnc@talentstar.com):

- ▶ A dated **cover letter**, briefly summarizing your background and experience, as well as your objectives in applying for the position.
- ▶ A clear, concise, current **resume**, including contact information (and email address). We would also appreciate additional information such as links to your website, online portfolio, blog, Architizer, or Facebook pages if applicable.
- ▶ A representative summary of your **work**, submitted in digital format. This should include the name and location of your projects, your role on the project, and the firm for whom you worked.

All materials should be submitted as PDF documents and will not be returned.

We will acknowledge receipt of all applications within a one-week period. We will contact those candidates with whom we would like to move forward, requesting additional examples of your **portfolio**, as well as **professional references**. (Please do not submit your full portfolio, references, or letters of recommendation until requested.)

If you should have any questions regarding these criteria or the process for review and selection, please contact Marjanne Pearson at 510.452.1460 or [gnc@talentstar.com](mailto:gnc@talentstar.com).