



architecture  
planning  
interiors

## Commercial Market Leader

BCA Architects is currently seeking a highly talented Commercial Market Leader to manage and grow BCA's presence in commercial architectural commissions in California. He/she will work with BCA's President & CEO to develop relationships with key strategic clients in the commercial market. Applicants must have the mind of a creative strategist, the personality to network with clients and significant experience in the design and construction of commercial facilities. Candidates must also possess strong client leadership and project management skills, proven business development skills and passion, experience leading programming and presenting early design phases to commercial clients and the ability to visualize, communicate and deliver creative and functional design solutions. Strong sustainability experience is desired. This position can be based in our Sacramento, San Jose or Irvine office.

### Primary Responsibilities:

- **Business Development.** Grow and maintain relationships with key strategic clients in the commercial market throughout California. Develop organizational relationships between BCA Architects and the client organization.
- **Marketing & Sales.** Collaborate with the marketing department to identify and respond to commercial opportunities (coordinating with BCA's President & CEO as needed). Help develop the strategy and draft responses to Requests for Proposals/Qualifications (RFP/Qs). Participate in the preparation of content for interviews and presentations, and demonstrate leadership in delivering interviews and presentations.
- **Project Leadership.** Lead the client through design and budget objectives with the project design team to satisfy the client goals. Do what it takes to get the project funded, contracted and started, and serve as the client leader for the BCA project team. Maintain client relationship and monitor project progress throughout entire project delivery.

### Job Description/Tasks:

- Independently manage commercial projects from concept to certification.
- Build on relationships with existing commercial clients and develop relationships with prospective clients to bring in projects, ensuring that target growth objectives within the commercial market sector are met.
- Promote BCA in a positive and professional manner, reinforcing the company's reputation of integrity and quality.
- Maintain commitments internally and externally with careful attention to management of expectations on project schedule, deadlines and delivery.
- Process contracts and additional service agreements with clients and consultants in a timely fashion.
- Ensure profitability within project budgets.
- Communicate status reports to executive leadership.

### Qualifications/Job Requirements:

- Licensed/Certified Professional with 10+ years of related experience in commercial design
- LEED® AP preferred
- Experience in programming, schematic design and presentations to planning commissions, city councils, community partners and various other stakeholder groups



san jose | sacramento | irvine

[www.BCAarchitects.com](http://www.BCAarchitects.com)

- Knowledge of traditional project delivery and design-build delivery, along with related contract administration
- Proven ability to manage staff, human resources and project schedules, budgets and profitability

**Skills & Traits:**

- Key ties to the communities identified above through partnerships with local organizations and politics
- Strong design skills utilizing software like SketchUp, Revit, Photoshop and InDesign
- Strong verbal and written skills for proposals, presentations and interviews
- Intelligent, collaborative and articulate
- Ability to balance a broad scope of activities
- Strong management and leadership skills
- Active listener
- Proactive and self-motivated – presents solutions, not problems
- Positive role model and mentor to staff, demonstrating a positive attitude in finding the best approach to resolve issues

**Compensation & Benefits:**

Salary: Commensurate with experience

We offer an extensive benefits package for this position, including:

- Medical/Dental/Vision
- Paid vacation, sick leave and holidays
- Life insurance
- Long-term disability
- Flexible Spending Account
- 401(K)
- Performance-based bonus
- Professional membership support and training opportunities
- Give-back program offering company contribution on employee behalf to qualifying non-profit organizations

**Contact:**

For more information or to submit a resume, please contact: Brian P. Whitmore, AIA, LEED® AP, President & CEO, at 916.254.5602 or [BrianW@BCAarchitects.com](mailto:BrianW@BCAarchitects.com). For more information on the firm, please visit [www.BCAarchitects.com](http://www.BCAarchitects.com).



san jose | sacramento | irvine

[www.BCAarchitects.com](http://www.BCAarchitects.com)