



## Opening

Our vision is simple. In our commitment to the Southeast, we create architecture that enriches community through a culture of design excellence and expertise, innovation and collaborative engagement.

What sets us apart is our unwavering commitment to creating spaces that enrich communities with lasting impact. Our projects are driven by a deep understanding of local culture, needs, and aspirations, resulting in designs that resonate with and enhance the communities they serve.

At LS3P, we don't just design buildings; we create iconic landmarks that define skylines, inspire people, and transform spaces. Join us in shaping the future of architecture and design in the Southeast!

## Healthcare Market Leader

The **Jacksonville Healthcare Market Leader** is a local team leader, ensuring that the firm's healthcare strategy is successfully implemented at the office level by actively growing local business relationships and consistently meeting revenue goals.

### Time allocation expectations:

- Revenue goals – 25%
- Client relationship management – 25%
- Subject matter expertise – 25%
- Team development management – 25%

### Responsibilities:

- Must be viewed as a Subject Matter Expert (SME) in their area of expertise and is regularly called upon to present to clients
- Have exemplified winning new opportunities with clients in their area of expertise in a consistent manner
- Focuses on client relationships and project acquisition
- Works within the office to align teams and resources
- Executes market strategy within a specific office or region
- Leads local teams, collaborates with office leadership
- Oversees design quality and delivery within the office

### Competencies

- Skilled in client engagement and retention.
- Identifies and pursues new business opportunities in partnership with local leadership and market leadership.
- Leads proposal efforts and interview strategies in partnership with Market Leader
- Understanding of financial metrics and resource planning
- Familiarity of regulatory, design and operational nuances of market
- Works effectively with design, marketing, and executive teams
- Exceptional verbal and written communication skills.



- Comfortable presenting to clients

**Qualifications:**

- Licensed Architect
- 8+ years experience in the target market
- Proven track record of business development and client leadership

**Closing****Life at LS3P**

Together, we are building the skylines of the Southeast.

Our values articulate our beliefs and ground us in a common culture. They are the core of our practice, and reflect the “who” of our community.

- *EXCELLENCE* is a beginning point
- *INTEGRITY* is at the core of our decision making and actions
- *EMPOWERMENT* with accountability makes better decisions
- *COLLABORATION* leverages the best in everyone
- *BALANCE* gives us fuel to do our best
- *STEWARDSHIP* ensures a future
- *CARING* for each other is what holds us together

We are made up of twelve offices that celebrate their own unique traditions, but we embrace a “one firm” attitude that unifies us.

**LS3P’s Commitment To You:**

- Ongoing engagement with fantastic design team members
- To develop new skills and contribute to world-class projects
- Participate in meaningful collaboration
- A competitive compensation and benefits package
- Professional development allowance to toward educational opportunities
- Leadership development and mentoring across sectors, markets, offices and the firm
- Participation in community service and outreach occasions supporting local and national organizations
- Flexibility and balance in your schedule

LS3P recognizes the value of diversity and inclusion in our workplace. We are committed to equal opportunity and believe that inclusivity benefits us all. We actively seek and consider all qualified employment applications without regard to race, color, religion, gender, age, national origin, disability, sexual orientation, sexual preference, partnership status, gender identity, pregnancy, childbirth, or related medical conditions and protected veteran status, status of participation in the U.S. Armed Services, or any other status protected by federal, state or local law.