Principal Architect – Las Vegas, NV

Your Opportunity

The buildings that make up the landscape of our daily lives seem like permanent fixtures, fastened to a time and place. But what if that didn’t have to be true? What if our built environment — where we live, learn, play, and conduct business — carried us forward instead?

Our Buildings practice keeps people at its heart, recognizing that our shared journey forward is shaped by the meaningful and responsive places we design. From iconic designs to monumental groundbreakings, join us to bring transformational building solutions to life. Every day we apply our expertise, creativity, and passion to propel communities into the future—join us!

Your Key Responsibilities

- Responsible for project pursuits and client relationship management
- Works collaboratively with Marketing to secure new clients and new work, including the preparation of proposals, interviews, and presentations
- Directs contract negotiations with clients and consultants, and reviews and approves fee proposals as prepared by the Project Manager
- Leads the Project Kick-Off workshops to ensure plans are in place for revenue and quality targets
- Responsible for the overall performance of projects including service, revenue, and quality
- Responsible for the overall relationship with clients, and monitors client satisfaction (follows up and takes corrective action when needed)
- Provides direct supervision of PM’s, holds them accountable, and provides timely feedback
- Resolves conflict amongst the Project Manager, Project Designer, Project Architect and/or Project Engineers and is the final decision maker when needed
- Rewards project team when appropriate and mentors to create "Bench Depth"
- Works collaboratively with office and operational leadership to achieve effective staffing which supports the needs of clients and projects as well as appropriately balances the firm’s resources.
- Assists in the recruitment of new staff and contributes to performance reviews of existing staff.
- Recommends proposed project team and approves removal of non-performers from the project.
- Acts as an internal and external ambassador for the firm.
- Responsible for financial performance of projects including A/R collections.
- Engage with peer teams in Healthcare across the organization on projects where design skills are required, to support a positive learning curve for project delivery, project management and understanding Stantec’s model overall.
- Engage with Healthcare sector leadership across Stantec.
- Support teams in various office locations as skills and talent permit.

Outreach

- Identify opportunities for Industry and Community Outreach.
- Partner with the Marketing team to develop regional campaign around the Healthcare sector for Stantec brand recognition through presentation/speaking opportunities, papers, public relations, awards, etc.
- Contribute to and support Stantec client satisfaction/survey program.
- Monitor and advise on market trends across Nevada and regional area.
- Solicit and facilitate sharing of industry knowledge.
Leadership

Identify/recommend/advocate resources and strategies needed to meet business goals for the following:

- Identify training and professional development opportunities
- Resource gaps
- Strategic partnering with clients, developers, and consultants
- Strategic hires

Your Capabilities and Credentials

- Exceptionally strong understanding of the Nevada market.
- Experience with responding to Requests for Proposals, Expression of Interests, Statement of Qualifications.
- Demonstrated technical skills on major projects.
- Strong business development skills, including significant experience building and maintaining productive relationships with a client base (such experience within a consulting organization in Nevada is considered a strong asset).
- Exceptional leadership, communication, and team-building skills.
- An entrepreneurial orientation with strong understanding of the business development challenges of a consulting-services provider.
- Excellent oral and written communication skills.
- Excellent organization, coordination, and leadership skills.
- Proven success in developing new clients and maintaining strong client relationships.
- Familiarity with industry trends and industry leaders in Nevada.

Education and Experience

Degree in Architecture. Registration as an Architect. 12 – 15 years of experience and a focused portfolio of working with multidiscipline teams on a wide variety of project typologies including, commercial/retail, hospitality, gaming, and/or multi-family. Healthcare, industrial as well as other sectors will also be considered.

Typical office environment working with computers and remaining sedentary for long periods of time. Field work may include exposure to the elements including inclement weather.

This description is not a comprehensive listing of activities, duties or responsibilities that may be required of the employee and other duties, responsibilities and activities may be assigned or may be changed at any time with or without notice.

Stantec is a place where the best and brightest come to build on each others’ talents, do exciting work, and make an impact on the world around us. Join us and redefine your personal best.

Applicants can apply directly to

https://stantec.jobs/las-vegas-nv/senior-architect/84C8B916F8DF4EB48096C80DF2E2AF8A/job/

OR they can contact Marcus Griffin, PHR at marcus.griffin@stantec.com.