

Michael Maltzan Architecture is hiring for a business development director.

We are looking for an energetic, enthusiastic business development director who is looking to have a significant impact on how our architecture practice identifies, pursues and acquires new projects. Our practice works on a wide range of projects—from museums to affordable housing to infrastructure to urban design—both nationally and internationally. We are eager to find a business development director who is excited about the breadth of our work and ambitious about shaping how our practice grows over the coming years. We work out of a collaborative studio in Silverlake, surrounded by models and drawings that tell the story of our projects and design process.

We are open to candidates with a wide range of backgrounds and prior experiences, including experience outside of architecture and traditional business development. We are eager to understand how each candidate's past work prepares them to be an engaged member of our team.

There are three key elements of this role. The business development director will:

- Lead implementation of the office's business development strategy. Through close consultation with the office's senior leadership, the business development director will set goals for business development and establish a plan for achieving these goals.
- Represent the office externally. We frequently attend events, lectures, panels and other meetings that allow us to connect with clients and collaborators. We anticipate that the business development director will represent the office at many of these venues and will also seek out new leads and forums where we can share our work.
- Lead development of business development submissions. Our business development collateral varies widely, from public RFPs to short letter proposals to engaging graphic presentations. We expect that the business development director will lead development of these submissions, coordinating staff and consultants to put together compelling proposals that reflect the practice and its ambitions.

Salary and benefits will be commensurate with experience. We look forward to answering any questions about the role through our interview process. Please submit a cover letter and resume to jobs@mmaltzan.com