

## Business Development Leader

Westgroup Designs is seeking a talented Business Development Leader to help grow our educational, civic, healthcare, and commercial design studios in Southern California.

### POSITION OVERVIEW

The ideal candidate will use their professional networks and people skills to identify, qualify and establish professional relationships with prospective clients and media publications to create long-term economic value for Westgroup Designs. They will have a phenomenal track record of successfully winning work from clients in the commercial real estate, education, healthcare and/or public works industries. This is a leadership role where strong and effective verbal and written communication skills are paramount. Experience with architecture, engineering, construction or economic development fields would be a plus.

### REQUIREMENTS

- Excellent interpersonal skills with a passion and ability to develop meaningful professional relationships.
- Strong written and oral communication skills.
- Collaborative and able to work with a wide spectrum of personalities.
- Must have a sense of urgency, ability to multi-task, excellent organizational skills, and strong prioritization skills.
- Possess strategic business acumen with a proven ability to implement across departments and market sectors. This includes developing business plans, marketing strategies and tactics, PR plans, business development process and procedures, and budgets.
- High-energy, self-motivated and entrepreneurial in nature who will take the initiative to solve problems, work without close supervision, and be self-directed.
- 5+ years of relevant business development experience for a retail, service, construction or design firm.
- Bachelor's degree in Business, Marketing, Architecture, or related field.
- Ability to travel as required.

### ABOUT WESTGROUP DESIGNS

Westgroup Designs (WD) is a comprehensive Planning, Architecture and Interior Design firm with locations in Los Angeles and Orange County. Founded in 1989, WD is a woman-owned business that values passion, integrity, execution, teamwork and an enthusiasm for discovery. We specialize in educational, civic, healthcare, and commercial facilities, ranging from tenant improvements and renovations to new ground-up buildings and campuses.

### What We Offer

- Collaborative, supportive and fun office culture, which was recognized in 2017 as one of the Top 5 Best Places to Work in Orange County by the Orange County Business Journal. Employee well-being and professional development are central to our culture, including weekly Lunch-n-learns/CEU sessions, industry event participation, monthly wellness initiatives and flexible working hours with half-day Fridays.
- Work alongside industry leaders who specialize in workplace strategies, health & wellness design, and learning environments.
- Competitive salaries commensurate with level of education, experience and leadership potential.
- Comprehensive benefits package that includes health, dental and vision care; holidays and PTO; and 401(k) and profit-sharing programs.

Learn more about our company culture on [Instagram](#).