

Job Title: Hospitality Market Sector Lead
Location: North Loop Green, Minneapolis, MN
Company: ESG Architecture & Design

About Us:

ESG Architecture & Design is a premier architecture and interior design firm known for our innovative, creative design solutions. We specialize in projects for development clients across the country, focusing on the multi-housing, workplace, and hospitality sectors. Our team is dedicated to excellence in design and creating environments that foster creativity and collaboration.

Role Overview:

This market sector lead position will direct the business development and related project efforts for Hospitality work at ESG. Working with ESG Partners and the Director of Marketing, this individual will identify new project opportunities, foster client relationships and guide project teams and work within the Hospitality sector.

Primary Responsibilities

- Foster existing and develop new relationships with hospitality developers and operators as well as hotel brands
- Develop a strategic plan for hospitality business development, establishing a target client list and the best channels to reach them
- Seek out opportunities in the industry that will make client connections for the firm, allowing us to broaden our reach
- Regularly attend industry events in support of ESG's hospitality efforts
- Participate in routine meetings with ESG Partners and the Marketing Director to ensure proper coordination and communication is happening
- Guide clients and project teams through the design process from initial concept vision to project delivery (building fit planning, programming, design development and execution)
- Communicate and negotiate brand standards, requirements and approval processes
- Seek out ways to get involved in industry adjacent leadership programs, board positions, community engagement opportunities, and design competitions
- Provide exceptional customer service in order to not only retain clients but also have them become brand ambassadors who recommend ESG to their connections

Qualifications

- Bachelor's or Master's degree in architecture or related field
- 10 -15 years of experience working on Hospitality projects
- Portfolio demonstrating existing hospitality developer and brand relationships
- Experience with a variety of software platforms such as the Adobe Creative Suite, MS Office, Revit, SketchUp, Bluebeam Revue, or other related programs
- Strong written and verbal communication skills
- Consensus builder who is adept at collaboration and works well in a team environment
- Good listener who appreciates receiving and giving feedback

Salary Range

\$115,000 - \$130,000, depending on experience level and skill set