

**Job Title:** Architect/Hospitality Market 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 design-forward thinking and strategic approach. We partner with clients across the country, focusing on multi-housing, workplace and hospitality projects. Our team is dedicated to design excellence and delivering environments that transform places into destinations through creative design narratives.

**Role Overview:**

An architect in the hospitality market lead position will guide the project execution and business development efforts for Hospitality work at ESG. Someone in this role will spend approximately 80% of their time on project specific efforts and 20% of their time on business development related efforts.

**Primary Responsibilities**

- Guide clients and project teams through the design and documentation process from initial concept vision to project delivery (building fit planning, programming, design development and documentation)
- Provide front-end design, site evaluation, fit planning and program development for clients considering the development of a potential site (conceptual design)
- When necessary, absorb, understand and comply with hotel brand standards, requirements and approval processes on hotel projects and assist clients with waivers when applicable
- Foster existing and develop new relationships with hotel developers and operators as well as hotel brands and industry consultants
- Provide exceptional customer service to retain clients who will become ESG ambassadors that recommend our design services to others within the hospitality industry and professional networks
- Assist ESG Partners in developing 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 lead to new client connections for the firm, allowing ESG to broaden our reach
- Regularly attend industry events in support of ESG's hospitality business development efforts
- Be visible. Seek out ways to get involved in industry adjacent leadership programs, board positions, community engagement opportunities, and design competitions

**Qualifications**

- Bachelor's or Master's degree in architecture
- Licensed architect preferred
- 10 -15 years of experience working on Hotel/Hospitality projects
- Portfolio demonstrating existing hospitality developer and brand relationships
- Knowledge of planning standards, key metrics for efficiency, and operational considerations for a variety of lodging types and service levels

- Experience with a variety of software platforms such as the Adobe Creative Suite, MS Office, Revit, SketchUp, Bluebeam Revu, 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