

## SENIOR LIVING BUSINESS DEVELOPMENT MANAGER

Founded in 1975, HPI is an award winning architectural firm located in Newport Beach and San Diego. We have provided over 40 years of continuous service focusing on public and private clients in the Education and Senior Living sectors.

HPI prides itself in creating tailored solutions that are reflective of our clients' visions and objectives. Our planning, architecture, and interior design services result in spaces and places that respond to the desired end user experience, building functionality, and financial sustainability.

As a relationship-centered firm, we place great importance on fostering and maintaining meaningful connections both internally and externally. Our culture encourages a supportive, teamwork environment to arrive at design excellence through open and shared creative processes.

Our many repeat clients and dedicated professionals are testament to our continued success, supportive relationships, and sustainable growth. Our process encourages clients and the design team to work together to find tailored solutions that fit the needs of our clients. We listen, communicate, and create. This interactive design process is the foundation of our philosophy and approach resulting in design excellence by our clients' definition.

### YOUR ROLE

As the Senior Living Business Development Manager at HPI, you will manage the business development activities and initiatives for the thriving, well-established Senior Living sector.

### WHAT YOU WILL DO

- Serve as a central point for all business development related to Senior Living
- Develop, in collaboration with leadership and colleagues, the business development plan
- Strategically identify opportunities and potential relationships as well as nurture existing relationships
- Facilitate introductions of potential clients to members of the firm
- Develop and maintain a strong market understanding, research market trends and share knowledge with the professionals in the market
- Attend industry networking events/conferences and actively participate in relevant association
- Pursue and follow up on leads in the market as directed
- Evaluate opportunities (i.e. potential fee, length of engagement, quality of design, credibility of client)
- Track leads and opportunities as well as relationship engagement
- Benchmark successes
- Participate and/or direct the proposal responses
- Work with the Project team on the interview message and delivery

## **YOUR QUALIFICATIONS**

- 4 or more years of related experience, preferably in a professional services field
- Excellent interpersonal communication skills
- Ability to thrive in a fast-paced environment while managing multiple priorities and deadlines

## **HPI CULTURE**

At HPI, we are committed to creating long-term career opportunities in a stimulating environment that encourages teamwork, leadership, and mentorship.

Since our inception in 1975, HPI has been committed to cultivating a social and professional culture in which all employees are empowered to learn, interact, grow, and enjoy. We provide a positive, challenging work environment that fosters both professional and personal growth for all levels of employees.

We are committed to delivering the highest level of client service while encouraging our team members to lead a healthy and balanced life. Our comprehensive benefits include health, dental, life and other insurance. We also offer a 401(k) plan, paid holidays, paid time off, a pay commensurate with your experience, and bonus opportunities.

Please send your resume, including references, with subject line “Senior Living Business Development Manager” to [resumes@hpiarchitecture.com](mailto:resumes@hpiarchitecture.com).

We will review and respond if we think you may be a fit.

Thank you!