

We are a global design leader ranked within the UK Top 10 and within the Global Top 100 of architectural practices. With our Head Office in London, we have studios across the UK and internationally in New York, Singapore and Amsterdam.

Our people are the foundation of our culture: tightly knit and incredibly welcoming. We nurture our staff and encourage their creative and entrepreneurial spirit. We set high standards for ourselves and our teams work collaboratively to achieve the best, and have the determination and drive to do things better. We like to push ourselves, creatively, in business and as a team. We listen and explore every angle with our clients so that we make the creative journey an enjoyable one for all.

PROJECT DIRECTOR INTERIOR DESIGN – HOSPITALITY & RESIDENTIAL SECTOR

Your role

- Undertake the duties of a Project Director with honesty and integrity
- Effectively and efficiently manage clients and project profitability, resourcing and teams
- Together with Directors, ensure that sector and business unit targets are met
- Contribute towards the operational running and management of the local business unit
- Progress business development opportunities in order to secure an independent fee income

What you will do

- Resource projects effectively and efficiently
- Provide senior leadership on multiple projects with client facing responsibilities
- Build productive client relationships
- Understand financial accounting and management accounts and their impact upon the relevant budgets
- Identify and monitor risk of projects, taking remedial action where necessary
- Win new work from new and existing clients
- Explore new markets and initiatives
- Demonstrate effective leadership across the business
- Identify development needs throughout the team and provide development plans and supportive training, coaching and mentoring

Leadership

Drive for Results

Set the pace and continually drive improvement; taking decisions and setting priorities to focus on potential return.

Concern for Quality

Monitor and review your own and others work against targets; checking, supporting and feeding back with focus on improving processes and procedures; planning ahead and aiming for highest quality.

Interpersonal Effectiveness

Understand and demonstrate concern, empathy and insight; present a balanced view of others; act as coach or mentor to develop key individuals for succession planning.

Visionary Leadership

Encourage and lead by example, understand and effectively communicate the Practice's vision. Lead with optimism and conviction.

Agility and Adaptability

Act as an agent of change by questioning and challenging current ways of working; adapting quickly and leading change initiatives; create a climate or appetite for change; promoting fresh and innovative methods to improve; handling risk and uncertainty.

Team Management**Team Work and Collaboration**

Promote team spirit, inter-team and cross Practice collaboration; creating a productive and friendly climate with good morale; celebrating team success, resolving conflict and acting as a critical friend, remaining supportive and motivational.

Managing People and Teams

Ensure the team has the resources to succeed; identifying and developing talent; celebrating success; setting challenging goals and providing constructive feedback and integrating expertise cross practice.

Project Management**Client Focus**

Ensure excellent client service; build long term relationships with a broad range of clients; be a client champion; strive to improve service and deliver beyond expectations and is a trusted advisor to clients.

Functional Excellence & Commercial Acumen

See the bigger picture in relation to the profession, industry and impact on the Company; identifying any skills gaps and areas of poor resilience and risk and rectifies.

Strategic Capability

Analyse data sources, research and investigate industry wide matters; remain innovative and responsive to change; develop ideas and generate insights to aid business success; ability to review and resolve problems from a range of perspectives.

Your skills

- Excellent at developing client relationships and actively promoting the winning of business for the Practice
- Demonstrate technical competency with all round ability
- Strong budget management ability, in terms of understanding financial accounting and management accounts and their impact upon the relevant budget

- Highly computer literate, skilled in Microsoft Office and Adobe Suite applications
- Experienced Revit and/or AutoCAD skills
- Skilled presenter both verbally and visually

Your qualifications and experience

- Degree in Interior Design;
- Proven experience of leading the design of high quality interiors projects;
- Proven experience of leading design teams to successful completion of projects
- Proven experience of working within the Hospitality and Residential sector
- Experience with brief taking;
- Experience of working directly with the client, contractor and design team;
- Experience coordinating with M&E and other consultants work;

Your personal qualities

- Strategic thinker
- Multi-disciplinarian
- Highly organised and efficient with attention to detail
- Ability to work effectively, efficiently under pressure and to tight deadlines
- Flexible approach to work
- Strong personal awareness
- Ability to motivate and lead people
- Excellent Communicator
- Effective 'change manager'
- Proven leadership skills