

## BURO HAPPOLD

<b>Job title</b>	<b>Director/ Partner – Capital Projects &amp; Commercial Advisory</b>
<b>Grade</b>	<b><u>Director or Partner</u></b>
<b>Discipline</b>	Advisory
<b>Cost Centre</b>	0146
<b>Business Unit</b>	Advisory
<b>Office Location</b>	London
<b>Hiring Manager</b>	Rob Moyser

### Job purpose

We see enormous opportunities to create a Capital Projects & Commercial Advisory 'practice' within Buro Happold that combines strategic advisory, asset and capital project advisory, management consultancy, commercial advisory and technical insight, built on a solid foundation of technical and subject matter expertise and experience.

The Commercial & Capital Projects Leader will draw up upon existing BH consulting teams and capabilities as well as building something new to take us to the next level.

Existing teams include:

- Infrastructure
- PMO
- Mobility
- Economics
- Urban Strategies
- Asset consulting
- Sustainability and ESG
- Energy Transition
- Digital advisory

These teams work at different scales in the built environment with a core focus on buildings and masterplans but also operating at portfolio or city levels.

They, in turn, are underpinned by core design-focussed engineering disciplines including structures, MEP, infrastructure, facades and other specialists.

Over the last 2-3 years' we have been building our global advisory capability with offerings in the following key areas:

- Sustainability and energy transition
- Strategy and operating models
- Asset optimisation and commercial advisory
- Digital Advisory

Some of these areas are now well established with existing clients, projects, methods and capability whilst others are more emergent. What is common, though is a desire to scale these propositions into becoming a significant, sustainable piece of business that is focussed on understanding and creating advisory solutions for client opportunities and challenges by drawing upon an interconnected set of thinkers, innovators, collaborators and subject-matter specialist across the practice as well as external collaborators.

You will lead and shape our Capital Projects & Commercial Advisory practice, providing key capital projects experience and driving business growth, establishing strategic partnerships, and providing visionary leadership.

Leveraging your extensive experience in capital projects and overall advisory work, you will spearhead the development and execution of our strategies, ensuring exceptional client outcomes and positioning Buro Happold as a leader in the industry.

### Key duties

- Provide visionary leadership, setting the strategic direction for our commercial advisory practice and driving business growth.
- Develop and maintain strong relationships with key clients, serving as a trusted advisor and fostering long-term partnerships.
- Lead and oversee complex commercial advisory projects, ensuring exceptional project delivery, client satisfaction, and achievement of project objectives.
- Provide strategic guidance and expert advice to clients on commercial project management, contracts, negotiations, and procurement processes.
- Collaborate closely with interdisciplinary teams to develop innovative solutions and strategies, ensuring alignment with clients' goals and objectives.
- Lead and facilitate high-level client meetings, presentations, and workshops, effectively communicating project progress, findings, and recommendations.
- Monitor project portfolios, overseeing timelines, budgets, and resources to ensure successful project outcomes and profitability.
- Cultivate a collaborative and inclusive work environment, fostering the growth and development of team members and promoting knowledge sharing.
- Stay abreast of industry trends, regulations, and best practices in commercial advisory, applying relevant insights to enhance client engagements and drive thought leadership.
- Contribute to business development efforts, including the identification of new opportunities, proposal writing, client presentations, and participation in industry events.

### Skills & Experience

- Extensive experience working for an advisory firm, specialising in commercial advisory (encompassing capital projects and asset optimisation), with a proven track record of leading and delivering successful projects in the real estate sector.

- In-depth knowledge of commercial project management, contracts, procurement processes, and risk assessment.
- In-depth knowledge of capital projects, operational and governance models.
- Strong understanding of asset portfolios and helping end clients maximise their value.
- Strong leadership and management skills, with the ability to inspire and lead teams, drive business growth, and achieve exceptional results.
- Excellent communication skills, both written and verbal, with the ability to engage and influence stakeholders at all levels.
- Exceptional analytical and problem-solving abilities, capable of navigating complex challenges and driving innovative solutions.
- Bachelor's degree in Business, Economics, Finance, or a related field. A postgraduate degree is highly desirable.