

BURO HAPPOLD

Job title	Associate Director / Director – Laboratory Consulting
Grade	<u>Director</u> <u>Associate Director</u>
Discipline	Laboratory Consulting
Cost Centre	3539
Business Unit	Specialist Consulting
Office Location	Cambridge / London
Hiring Manager	Bruce Nepp & Neil Billett

Job purpose

We are looking for an Associate Director or Director with specialist Science sector experience to add further design and market-facing leadership capacity to the Laboratory Consulting team. The role will be a critical enabler as we scale the team, diversify our offerings, and grow into new markets, and therefore offers a significant platform for career growth.

In this role you will provide exceptional technical, commercial and design leadership to the Laboratory Consulting team and wider Science & Technology sector.

You will be a key part of the senior leadership team within the Laboratory Consulting discipline, responsible for the work winning and delivery of projects, aligned to our sector strategy, developing strong relationships with existing and new architects, collaborators, and clients.

Your key focus areas are expected to be as follows:

- Inspiring design excellence in the Laboratory/Science sector, providing leadership to key clients and collaborators across our global project portfolio.
- Taking ownership for key client and collaborator relationships and working as a "trusted advisor" on Laboratory Planning and Design, both internally and externally.
- Winning work and driving expansion in our client and market coverage, e.g. in target growth areas such as Cambridge and the USA.
- Occupying a Project Director role on appropriate commissions led by the Laboratory Consulting team, delivering projects within the target quality, commercial and financial objectives.
- Driving collaboration with the Laboratory Consulting team in the US and S&T sector leaders globally.

Key duties

Design Leadership

- Work closely with the UK and Global Health, Science & Technology sector leaders to support our key collaborators.
- Acting as a “trusted advisor” to key clients.
- Displaying design leadership both internally and externally through the application of broad laboratory planning expertise and insights.

Client Relationships

- Own and develop key client relationships in the HS&T sector.
- Seek out new workstreams and markets for the Laboratory Consulting team.
- Collaborate with Partners, business development, and other work winners internally on effective strategies for work winning and bids.
- Actively visible in the strategy for work winning and maintaining client relationships.

Project Leadership

- Manage your project portfolio as a Project Director.
- Act as a role model to others on projects, managing conflict, supporting colleagues, and sharing knowledge and expertise.
- Manage projects using our project planning tools and ensuring they are delivered to the defined scope and financially well controlled.

Discipline Development

- Actively contribute to the technical advancement of the team, embedding the use of technology and computational engineering wherever appropriate.
- Drive forward the discipline in terms of its strategy for sustainable design.
- Promote the discipline and the company at external events and conferences.

Your skills & experience

- Extensive experience in a design leadership role in the Science, Technology and/or research sectors
- An ability to inspire clients and collaborators through creative thinking and communication.
- Experience leading multi-client stakeholder groups on impactful projects in the Science sector.
- Well-networked with both clients and collaborators, and able to demonstrate evidence of work-winning success.
- Architectural qualifications.