

Who we are:

Trinity is a specialized healthcare consulting and design firm located in Columbus, Ohio. Since 1998, we have completed over 2,000 engagements with a related construction budget exceeding \$2 billion. Trinity specializes in the optimization of their clients' strategy, operations and facilities to improve outcomes and profitability. We have completed projects in 33 states. Trinity has seen consistent growth since its inception in 1998 and is currently ranked in the Architectural Record top 300 firms in the nation.

Job Description:

This position is Vice President, Business Development. The successful candidate will have proven success in developing and implementing effective sales goals. They will cultivate and develop potential business prospects and prepare proposals and presentations. The person must have strong interpersonal skills and the ability to communicate effectively across all levels of the firm and with industry contacts and clients. Exceptional analytical thinking, organizational skills, the ability to be proactive and seek out opportunities, and to be deadline driven are key to success in this role. This position will require local travel but occasional national travel will be necessary to establish and maintain client relationships. The successful candidate should have a minimum of 5 years of experience in business development in the Healthcare Architecture Sector with measurable data in growing new sales.

Responsibilities:

- Partner with senior leadership in the architecture firm to establish and maintain client relationships.
- Organize, plan, schedule and manage sales objectives to meet firm's goals; develop strategies and prioritize tactics to execute the sales objectives.
- Develop potential business prospects, prepare proposals and presentations
- Represent the firm at the highest level to clients, project functions, industry events, peer organizations and business associates.
- Perform in-depth research on institutions, key individuals, and leads to identify projects and opportunities.
- Collaborate CRM for firm including, creating reports, monitoring leads and activities, monitoring performance and sourcing of RFPs.
- Oversee strategy and preparation of proposal and interview process to secure new work.
- Develop collaboratively with marketing and business strategies for senior leadership.
- Work with marketing manager to create new initiatives to support the firm's long term goals.
- Collaborate with PR team to develop positioning and PR strategies to support the growth of the firm.
- Communicate practice initiatives and updates to the firm and other sectors to encourage collaboration and cross selling.
- Provide leadership and development for the Marketing Department, collaborating with the Marketing Manager.

Skill Set:

- Thorough understanding of the healthcare architecture industry terminology and procedures.
- Professional demeanor that enables the person to interact with the highest levels both inside and outside the firm.
- Excellent leadership/managerial and mentoring/teaching skills.
- Strong interpersonal skills.
- Follow through in a consistent manner.
- Able to work without close supervision and in a team environment.
- Persistently pursuing and developing new clients.
- Existing experience and measurable data in growing new sales.

Education:

- Bachelor's degree in Architecture preferred.