

**Job Posting – Director of Government & Justice Group**

**1.8.2016**

KZF Design, a 60 person full service design firm, is seeking a Director for our Government & Justice Group. This position will direct and provide leadership for activities in a service market including all business, staff and financial operations, project profitability, marketing/business development, client satisfaction and employee growth and development. The Director of Government & Justice Group has responsibility for the federal, state and local government market sector – serving military and defense, public safety, operations and maintenance, security and border patrol, correctional, flightline/hangar, housing, medical/laboratory, dining, headquarter/administrative and force protection/security clients.

**Responsibilities:**

- § Lead, manage and mentor a team of design professionals in all phases of projects
- § Oversee project teams with respect to design, project scheduling, budgets, and setup with sub-contractors, vendors and consultants
- § Marketing and business development selling government and justice projects for federal, state and local government agencies
- § Track financial performance of staff, projects and market sector
- § Achieve an annual sales goal
- § Manage a range of project team sizes, comprised of architects, engineers, interior designers and urban planners
- § Establish and maintain ongoing client relationships and team communication
- § Build and enhance existing client relationships in order to identify and initiate additional opportunities
- § Presenting and selling the company to produce sales and build project backlog
- § Writing/executing contracts with clients and consultants; familiarity with Federal government, State of Ohio, AIA and DBIA contracts preferred

**Qualifications:**

- § Bachelors or Masters degree in Architecture or Engineering
- § 10–15 years of related experience as a manager/market leader and architect, including recent comprehensive experience on federal government/military projects
- § Licensed architect or engineer
- § Knowledge of sustainable design practices – LEED accreditation a plus
- § Strong leadership, organizational, communication and relationship management skills

This is a great time to join an established multi-disciplinary Architecture and Engineering firm with a growing team of design professionals. Excellent salary and benefits. KZF Design is an Equal Opportunity Employer. No recruiter calls please.

Visit [www.kzf.com/careers](http://www.kzf.com/careers) for more information. Please email cover letter and resume to [resumes@kzf.com](mailto:resumes@kzf.com).

### **About KZF Design**

KZF Design is an interdisciplinary design firm whose professionals are dedicated to helping our clients achieve their strategic goals. We are focused on delivering high performance projects in both the public and private sectors, with specific expertise in Education, Transportation, Commercial, Industrial, Government, Justice and Workplace design.

**We Believe in the Promise of Design.**

**We Deliver on the Promise.**

We are one of the Midwest's premier design firms with over 60 staff in downtown Cincinnati. For 60 years, our award-winning designs and technical expertise have contributed to the built environment and created regional landmarks across the US and internationally.

Significant projects of recent note include services provided to the following projects and clients: Ohio State University, University of Cincinnati, Northern Kentucky University, Great American Insurance Group, the Contemporary Arts Center and Cincinnati Art Museum, United States Army, Air Force and Navy, US Department of Justice, Zumbiel Packaging, Greater Cincinnati MSD, the City of Cincinnati and Butler, Clermont, Hamilton and Warren Counties.

Visit us on the web at [www.kzf.com](http://www.kzf.com).