

Regional Healthcare Sector Leader for Manitoba & Saskatchewan (Prairies)

Location: Negotiable, requires regular, in-person client contact in Manitoba, Saskatchewan

OPPORTUNITY

Reporting to the Managing Principal of Architecture49 MB, the Healthcare Sector Lead is accountable for the strategic development, business management and practice excellence for the Regional Healthcare Practice. With centres of excellence in the Prairies (Winnipeg) and Atlantic Canada (Halifax) we are looking to strength our existing markets and grow our reach in both Western and Eastern Canada.

ABOUT ARCHITECTURE49

Architecture49 is a growing firm with a wide range of career opportunities. Our offices, situated from coast to coast across Canada, serve distinct regions each with a local focus and sector specialties.

We value work-life balance and support continuous learning to help our employees develop their skills and expertise as they build and evolve their careers with us. We offer a comprehensive and customizable benefits package, as well as a share purchase program and RRSP matching program. We also offer flexible schedule and a hybrid work environment; competitive salaries; flexible leave days; telemedicine (24/7 access); and reimbursement of professional dues.

REGIONAL STATEMENT

Inspired by the bountiful prairie landscape, endless skies and vibrant cities, the A49 Prairie region excels at innovative and inspired designs for complex and technical projects. From the revitalization of downtown Winnipeg to building education and healthcare facilities for our remote northern communities, our work elevates the health, safety, and sustainability of the region. The Winnipeg office serves as a central hub to a diverse team of design professionals working on projects across the public and private sectors, throughout the prairies and across Canada.

SECTOR STATEMENT

At their core, healthcare environments exist to promote healing and contribute to positive health outcomes. They are places of extreme complexity that are designed to exacting technical standards, stringent regulatory requirements and operational protocols that support the myriad staff delivering the services. These variables inform the environment in unique ways and necessitate a design response that artfully balances technicalities with a human centric focus.

At A49 our practice is dedicated to transforming healthcare environments into places of comfort, innovation, and hope. We work closely with healthcare providers, administrators, and stakeholders to understand their unique vision and operational requirements. Through this collaborative process, we ensure that our designs align seamlessly with the goals of our clients, resulting in healthcare facilities that are functional, aesthetically pleasing, and responsive to the needs of the community.

QUALIFICATIONS

- Architecture degree with the ability to be licensed in Manitoba/ Saskatchewan/ Alberta
- At least 15 years of experience preferably in the healthcare market
- Recognized healthcare planner is considered a desirable asset.

REPONSIBILITIES

As the Regional Sector Lead, you will play a pivotal role in driving the success of our Heathcare projects within the Prairie region. You will work collaboratively with the Manitoba Managing Principal to establish market growth within the region – targeting new client development that is aligned with the growth objectives. Additionally, this role will identify local client retention strategies and ensure that project specific goals are met and leveraged both regionally and nationally to help build the sector.

The role has strategic, operational practice and thought leadership requirements with responsibilities related to:

Business Rigour & Financial Accountability

- Lead in the development and administration of the Prairie Healthcare Sector revenue/ project development to achieve A49's financial goals and growth targets.
- Lead the development of hard backlog / net revenue forecasts for business development growth as per annual set targets.
- Provide professional architectural seal on drawings and contract documents where you are the supervising architect.

Targeted Growth & Brand Enhancement

- Build and evolve the healthcare practice in the Prairies and act as a thought leader in healthcare on behalf of A49.
- Collaborate with other regional Healthcare sector leaders to prepare strategic plans to advance A49's growth in target markets.
- Maintain strong long-term client relationships and develop new clients.

Employee Engagement & Alignment

- Demonstrate capacity building, training, and mentorship of A49 regional Healthcare resources to deepen knowledge in the sector and future proof the sector through succession planning.

Operational excellence and project quality

- Review monthly operational data including core team utilization, project multipliers, revenue analysis (profit/loss), hard and soft backlog, marketing and business development initiatives, client/ consulting invoicing, work in progress and accounts receivable, overhead optimization, client/ colleague satisfaction and overall quality of work produced.
- Lead major sector projects (as warranted) and provide professional architectural seal on drawings and contract documents where you are the supervising architect.
- Contribute to local management of A49 MB office.

CORE COMPETENCIES

At A49 we believe that clearly defining core competencies helps align our staff with the company's strategic goals. It provides a framework for hiring, training, and retaining talent that aligns with the skills and capabilities essential for our success. The following competencies are essential for the role of Healthcare Regional Sector Leader:

- **Effective Communicator** able to articulate thoughts and ideas clearly and concisely in both verbal and written format ensuring that messages are easily understood by diverse audiences.
- **Experienced Decision-Maker** with strong decision-making skills and the ability to consider relevant information, analyze options, and choose the best course of action to achieve organizational goals.
- **Adaptable** with a demonstrated ability to be open to change, embrace new ideas, and adjust strategies to meet evolving business challenges.
- **Strategic Thinker** able to see the bigger picture, understand the long-term goals of the organization and develop and implement strategies to achieve those goals, considering both internal and external factors.
- **Influencer and Motivator** able to inspire and motivate team members by using effective persuasion, fostering a positive work environment, and leading by example to encourage high levels of commitment and performance.
- **Emotional Intelligence** demonstrated by self-awareness, empathy, and cultivating positive relationships.
- **Team Builder** that can create cohesive and high-performing teams, foster collaboration, and recognize and leverage individual strengths.
- **Integrity and Ethics** characterized by a history of honest, ethical behavior, and consistency in decision-making, serving as a role model for ethical conduct.
- **Results Orientation** focused on achieving measurable outcomes and driving performance while maintaining a commitment to quality.

Interested applicants can apply with an expression of interest to Lee McCormick at Lee.McCormick@architecture49.com