

## **Land Development Practice Builder**

Kimley-Horn and Associates, Inc.

Ranked as one of Fortune Magazine's "100 Best Companies to Work For," Kimley-Horn and Associates, Inc. prides itself on hiring high-achieving, dedicated, and reliable professionals. Kimley-Horn is in search of a Land Development Practice Builder to market and win land development work in our Nashville office. The successful candidate will have an entrepreneurial spirit, will create a vision for growth for their practice and will contribute to the overall growth of the land development team. This person will lead the business development effort with local municipalities, architects and developers and manage the relationship with these key clients.

Additional responsibilities will include: Develop and implement strategic marketing plans for growth of personal practice; support the marketing efforts of internal partners; Work directly with clients to develop site plans, manage the entitlement process, and implement improvements; Manage project financials and production teams; Mentor project managers and young professionals; Provide design, project management and task management leadership to the team.

The successful candidate will be given a great deal of autonomy to lead, direct, and grow their business. Accounting, administrative, marketing, recruiting, IT and production support will be provided. With success, this individual will enjoy the rewards of a performance-based work environment that can advance to ownership.

### Requirements:

- Demonstrated experience in building and leading a Land Development consulting practice in Nashville and central Tennessee
- Minimum 15 years' experience designing retail, commercial, industrial or healthcare land development projects.
- Candidates should have hands on experience in business development, project management and staff mentoring and training
- Candidates should possess strong working relationships with developers, attorneys, land planners and counties, municipalities, and other state and local agencies
- Professional Engineer registration in Tennessee required

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### About Kimley-Horn

Kimley-Horn is one of the nation's most comprehensive and respected civil engineering and land planning firms, ranked among the Top 500 U.S. Design Firms by Engineering News Record. With over 2800 employees in 75 offices, we offer full consulting services in a wide range of disciplines in both the private and public sectors: aviation, environmental, intelligent transportation systems, landscape architecture, land planning, transit, transportation, roads and bridges, urban redevelopment, and water resources.

What makes Kimley-Horn stand out? We focus on delivering exceptional client service and sustained profitability in a performance oriented organization. Kimley-Horn provides an environment for our employees to flourish and is proud to have been recognized many times by both Fortune and Civil Engineering News as a “Best Company to Work For.” Our employees know Kimley-Horn as a great place to work where they enjoy competitive pay, performance based bonuses and comprehensive benefits, including an exceptional retirement program. At Kimley-Horn, Expect More, Experience Better.