

PROFESSIONAL SUMMARY

Senior architecture executive with more than 30 years of proven experience leading offices, building resilient practice areas, inspiring design teams, predicting new market trends, and fostering long-term client relationships with top corporations/institutions.

Building Design Practices: Developed mature architectural practices from the ground up in Baltimore and Philadelphia, establishing both offices as market leaders. Successfully analyzed market conditions and pivoted to take advantage of new growth opportunities. Oversaw more than 20 mil sq. ft. in completed projects.

Demonstrating Operational Impact: Consistently exceeded revenue goals while heading two Gensler offices simultaneously. Served on firm-wide executive leadership committees and helped set the global strategic direction of the firm. Provided design oversight, leading team to multiple local and national awards, including AIA, IIDA, Interior Design CoreNet and ULI.

Developing Interdisciplinary Teams: Built successful delivery systems based on recruiting, nurturing, and retaining the right people, assessing strengths, and ensuring a corporate culture fit.

Growing Relationships: Gifted communicator adept at attracting countless new Fortune 500 clients, earning their trust, delivering complex projects that meet their mission/vision, and forging lasting bonds with clients who repeatedly came back.

PROJECT EXPERIENCE

BUILDING TYPES

- Commercial office buildings
- Corporate headquarters/campuses
- Education
- Culture
- Mission-critical
- Hospitality
- Mixed-use

PRACTICE AREAS/MARKET SECTORS

- Architecture
- Interiors/workplace
- Financial Services
- Professional services
- Defense/government
- Institutional
- Technology
- Sustainability

FIRM EXPERIENCE

GENSLER, PHILADELPHIA, PA | *Managing Director / Principal*

2013 – 2020

- Based on the success of the Baltimore office, was asked to open new office in Philadelphia. Served as Managing Director in both Baltimore and Philadelphia from 2013 – 2018.
- Accelerated the rate by which the office achieved a mature interior and base building practice by 33% (9 years in Baltimore; 6 years in Philadelphia).
- Consistently exceeded performance goals and achieved status as one of the firm's most profitable offices in the Southeast Region.
- Grew office from 2 to 35 people and significantly expanded market share in the region.
- Responsibilities: Operational and practice area leadership as well as client relationship development.

KEY PROJECTS INCLUDED: *Philadelphia Eagles Lincoln Financial Field renovation AmerisourceBergen HQ, Hamilton Lane HQ, Entercom HQ, PREIT HQ, 2222 Market St., Two Liberty Repositioning, Pepper Hamilton, Stradley Ronon, Ross Feller Casey, University of Pennsylvania, Wharton, CHOP.*

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GENSLER, BALTIMORE, MD | *Managing Director / Principal*

2000 – 2018

- Tapped by Gensler management to launch and lead the new Baltimore office — growing it from 6 to 70 people with 3 studios, including thriving base building and secure environment practice areas
- Consistently performed as one of the firm’s most profitable offices in the U.S.
- Navigated 9/11 and 2008 economic downturns by strategically analyzing market opportunities and developing a new government/defense practice, helping the financial services sector restructure, and expanding the office’s geographic reach in the region.
- Cultivated Baltimore’s status as the firm’s go-to experts for secure environment projects.
- Responsibilities: operational and practice area leadership, marketing and business development, and client relationship development.

KEY PROJECTS INCLUDED: *T. Rowe Price HQ, Legg Mason HQ, COPT National Business Park, General Dynamics IT, Buccini Pollin, 500 Delaware Ave, OCG, Pandora HQ, Benjamin Grogan / Gerry Dove Federal Office Building, CenterWest Development, Eager Park, JHU Fast Forward, Marriott Residence Inn.*

GENSLER, WASHINGTON, DC | *Associate / Senior Associate*

1995 – 2000

- Joined Gensler to assist the DC-office to develop a base building practice. Gained significant expertise in workplace design and in the financial services sector.
- Was an instrumental player in the rapid expansion of the DC office that more than tripled in size in just 5 years, resulting in the opportunity to apply my talents to leading and growing the new Baltimore office.
- Responsibilities: Practice area leadership, studio management and project management. hiring, practice area development, and global accounts.

KEY PROJECTS INCLUDED: *Armstrong World Industries Headquarters, Boston Properties, The Brookings Institution, Friedman Billings and Ramsey, Riggs Bank, Bank of America, and AT&T.*

COOPER LECKY ARCHITECTS PC, Washington, DC | *Senior Associate*

1984 –1995

Project architect and project management responsibilities for institutional projects, the development of an interiors practice focused on government workplace design.

KEY PROJECTS INCLUDED: *Vietnam Veterans Memorial, The National Zoo, University of Maryland Agricultural Engineering Complex, GSA, International Trade Commission, Comptroller of the Currency, and US Department of State.*

PROFESSIONAL MEMBERSHIPS

AIA | The Carpenters Company of Philadelphia | CoreNet | NAIOP | ULI | Vistage | Green Building United

EDUCATION

Bachelor of Science in Architecture, The Catholic University of America