



Warfel Construction Company is currently seeking a **Director of Healthcare** to join our *innovative, Clients-focused* team. This position will be based out of the Lancaster, PA office and will report to our Vice President of Work Acquisition. This role will focus primarily on growing Warfel's healthcare market share, elevating it to a primary market segment. The Director of Healthcare will develop and manage a team and activities that will generate new business in the healthcare market, manage client relationships, and successfully execute the work while ensuring Warfel's **Clients for Life** mission is met.

In this role, you will be responsible for developing, implementing, and managing a Healthcare strategy supporting our strategic initiative.

Key responsibilities in this role may include, but are not limited to, the following:

- Develop and implement strategy and team focused on identifying, securing, and executing profitable work in healthcare market segment, elevating it to a primary market segment.
- Participate in and direct business development efforts over assigned healthcare market segment.
- Advise on preconstruction and project management services over assigned healthcare market segment.
- Develop and manage relationships with architects, engineers, client staff, property managers, and vendors that support the growth of the healthcare market segment.
- Provide deep knowledge and expertise in healthcare industry and apply to company growth goals in healthcare market.
- Provide leadership to the healthcare market segment by growing revenue, driving recruitment, and managing the team in alignment with Warfel's strategic plan.
- Develop and maintain relationships with targeted healthcare systems and provide consistency in client interface throughout engagement with Warfel.
- Anticipate client challenges and develop corresponding solutions through leadership of a team specializing in healthcare construction.
- Identify and implement specific services, tools, and training that support growth of healthcare market share.
- Develop and oversee marketing and development initiatives to best deliver results to existing and potential clients.
- Provide oversight of development and execution of agreements with assigned clients and consultants.
- Perform development activities including but not limited to assisting with or leading the sourcing, presenting, and securing of new business and projects within healthcare market
- Develop and manage best practices and standards of excellence for healthcare market segment
- Participate in local chapters of healthcare and related organizations such as ASHE, Pennsylvania Society for Health Facility Engineering, and Lean Construction Institute
- Develop and maintain knowledge center focused on healthcare construction and the governing organizations (ex. Department of Health, Authorities Having Jurisdiction-AHJs, ASHE, etc)



- Assist in meeting growth, diversification, and financial goals as determined on a yearly basis by Executive Team
- Advise on healthcare preconstruction and project management activities to support growth goals

**Qualifications:**

- Bachelor's degree in Architecture, Engineering, or Construction Management preferred.
- A minimum of 10 years of relevant experience related to design, construction, or oversight of projects within the healthcare industry with direct influence over project success (i.e. "hands-on" experience).
- Deep understanding of how healthcare organizations operate with ability to integrate seamlessly into interactions with client leadership and facility management staff.
- Experience managing and leading others.
- Thorough knowledge of AHJ's in healthcare (ex. Department of Health, Joint Commission, etc).

Warfel Construction Company is an equal opportunity employer.