

LUCAS GRAY ASSOCIATE AIA

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EXPERIENCE

2021 - Present CHARRETTE VENTURE GROUP

Senior Management Consultant + Director of Business Development // Remote

- Business Management consultant for AEC firms across North America
- Specialize in operations, organizational design, strategic planning, financial planning, business development, proposals & fee structures, & team management
- Lead Business Development and Sales strategy and manage the HubSpot CRM system, prospecting, content creation, presentations, client relations, and customer journey design

2020 - 2021 NEW AVENUE

Design Director // Remote

- Built and directed the in-house architectural design team
- Managed staff including hiring, onboarding, training, performance evaluations, weekly one-on-one management meetings, and staffing assignments
- Oversaw the construction and design teams to manage work flow, client communication, and design process, delivering projects on time and budget
- Collaborated with software developers on the development of a custom software application for client communication, project management, and payments
- As a company executive I worked on financial projections, strategic planning, marketing strategy, sales, managing internal budgets, internal communication, conflict resolution, and customer success

2013 - 2020 PROPEL STUDIO ARCHITECTURE

Founder, Partner, Designer // Portland, OR, USA

- Co-founded the business with two partners
- Directed firm operations, business development, marketing, sales, and design
- Grew annual revenue by \$550,000
- Built brand recognition for residential, retail, and community projects
- Oversaw company finances and projections, proposals, contracts, invoicing, client relations, team management, communication, and strategic planning
- Design Director and Project Manager for a range of project types and scales
- Initiated overseas business development, leading to community engagement and place making projects in Japan
- Oversaw the design of 60+ ADU projects across 3 states

2011 - 2013 OPSIS ARCHITECTURE

Marketing Coordinator, Project Designer // Portland, OR, USA

- Worked with the marketing team on proposals, presentation graphics, RFP/Q responses, and interview prep
- Managed firm's social media strategy and led the redesign of the firm's website
- Member of the design teams for large higher education and community projects

2008 - 2010 PYSALL RUGE ARCHITEKTEN & MATHEWSON ARCHITECTURE

Project Designer // Berlin, Germany

- Worked on master planning and redesign of a series of train stations in Russia
- Developed competition winning entry for a large adaptive reuse project in China
- Collaborated on the design of residential renovations and won a competition for a community sports hall addition and renovation
- Assisted with the content curation and layouts for architecture books focused on design in international cities

2005 - 2006 BREARLEY ARCHITECTS AND URBANISTS

Project Designer // Shanghai, China

- Collaborated on competitions and schematic design through design development for large-scale developments including: multi-family housing, high-rise office, retail, stadiums, athletic centers, place making, and urban designs
- Worked as part of a diverse international team on fast paced project deadlines

EDUCATION

2006 - 2008 MASTERS OF ARCHITECTURE

University of Oregon // Eugene, OR, USA

Certificate in teaching. Member of Transportation & Livability and Design-Build student groups. Won scholarship to attend the 2008 Glenn Murcutt Masters Class

1999 - 2004 B.S.C. ARCHITECTURE

McGill University // Montreal, QC, Canada

Study abroad in Greece. Habitat for Humanity student group.

SKILLS & EXPERIENCE

Team Leadership
Business Management
Operations
Marketing Strategy
Communication and writing
Business Development
Financial Management
Strategic Planning
Organizational Design

SOFTWARE

Google Workspace
Quickbooks Online
Hubspot CRM
Monograph | project management software
Autodesk Revit
SketchUp
Adobe Creative Suite

ONLINE

<https://www.linkedin.com/in/lucasgray>
<https://instagram.com/talkitect>
<https://instagram.com/modernaduplans>
<https://twitter.com/lucasgraydesign>
<https://www.modernaduplans.com>

WRITING

[A Better Built Environment](#)

Author a newsletter focused on the built environment, design, architecture, urban planning, transportation, and cities.

Freelance

Contribute articles to publications including Design Exchange Magazine, Op-eds in publications, and blogs.

VOLUNTEERING

AIA - Small Project Design Committee
AIA - National Associates Committee
AIA Portland - Board of Directors
Vernon Neighborhood Association - Communications Chair
Alberta Main Street Design Committee
Portland Livable Streets Advisory Committee