



YGH ARCHITECTURE

architecture | interiors | planning | portland, or
find solutions, push the envelope, create beautiful
habitats, be good citizens

We strive to produce architecture of excellence in service to our clients and society.

We combine our specialties with a variety of in-house teams, including programming, cost-estimating, BIM, and sustainability.

We are passionate and committed to creating conscious, healthy and beautiful spaces.

We work in teams and believe that a unified collaborative culture empowers staff when producing their best work. We are JUST certified and PVC-free.

We like to design together, eat together, have fun together. Join us!

OPEN POSITION : Senior Marketing and BD Director

We are seeking energetic, self-motivated, creative people looking to work in an open, team-based environment. The right candidate will have strong written skills, a good graphic sensibility and a minimum of 5 years in the A/E/C Industry. The marketing department at YGH supports the marketing, business development and public relations efforts of the firm, working primarily with principals and senior associates. This position would establish and maintain a budget for the marketing department, work closely with other marketing team members to review project opportunities, strategize proposals, and/or teaming opportunities, and produce outstanding proposal submissions.

Essential Functions:

- Improve and manage our marketing strategy.
- Effectively manage the marketing and business development budget.
- Effectively manage proposal process to ensure completion with a high-quality response.
- Maintain ongoing, positive, and productive existing client relationships.
- Outreach to clients during and after project completion to gather feedback and nurture relationships.
- Quantify the overall results of the business development efforts.
- Effectively and proactively coach, mentor, and provide performance-enhancing feedback to shareholders.
- Develop marketing strategies to achieve firm goals.
- Support Principals in providing business intelligence from the community and regionally.
- Provide new business inquiries and position firm to receive potential work.

QUALIFICATIONS

Bachelor's degree in marketing, communications, business, journalism or related field.
Must have excellent writing, communication and graphic skills.

EXPERIENCE

5-10 years of experience in the AEC industry.

SUPERVISORY RESPONSIBILITIES

The BD Manager will be responsible to lead the marketing department.

SUSTAINABILITY

LEED accreditation beneficial

CONTACT

Applicants must specify **Senior Marketing / BD Director** in the subject line of their submission. Please send cover letter and resume to Leslie Maynard at careers@ygh.com

YGH is an equal opportunity employer