

# YGH ARCHITECTURE

architecture | interiors | planning

YGH Architecture is an award-winning design firm based in downtown Portland, Oregon. We serve a diverse range of public and private clients around the globe, and we strive to combine technological innovation and artistic rigor to achieve project excellence.

We are a learning organization that actively supports mentorship, professional growth and curiosity in a dynamic, collaborative work environment.

We believe in the power of design to improve our built and natural environment, and are committed to creating safe, healthy and inspiring spaces to live, work, and learn. We are members of the AIA 2030 Commitment and the Portland Materials Transparency Collaborative, early adopters of the JUST label, and are a Living Product 50 Materials Pledge signatory. We have also committed to designing PVC-free interior environments.

## OPEN POSITION : Senior Marketing and Business Development 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 and/or WELL accreditation beneficial

### CONTACT

Please submit a cover letter and resume by June 15, 2019 to Leslie Maynard at [careers@ygh.com](mailto:careers@ygh.com)

Please specify **Senior Marketing / BD Director** in the subject line of their submission.

*YGH is an equal opportunity employer*