

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 which 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 : Marketing and Business Development

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

Essential Functions:

- Provide new business inquiries and position firm to receive potential work.
- Maintain ongoing, positive, and productive relationships with existing clients.
- Outreach to clients during and after project completion to gather feedback and nurture relationships.
- Support Principals and shareholders in providing business intelligence from the community and regionally.
- Continually improve and refine our marketing strategy.
- Quantify the overall results of business development efforts.
- Proactively coach, mentor, and provide performance-enhancing feedback to shareholders.
- Co-Manage the marketing and business development budget.
- Participate in the proposal process to ensure completion with a high-quality response.

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.

YGH is an equal opportunity employer

SOFTWARE KNOWLEDGE

Adobe Creative Suite and Microsoft Office required.

CONTACT

Please submit a cover letter and resume to Leslie Maynard at careers@ygh.com

Please specify **Marketing / BD Position** in the subject line of the submission.