

## Marketing Professional - Business Development

Plans and executes business-development efforts that drive revenue, improve the overall client experience, and increase brand recognition.

Are you looking to leverage your passion to bring client stories to life? Are you seeking a great work environment and quality of life balance? ALSC Architects is seeking an enthusiastic, collaborative Marketing Professional to lead our Business Development efforts.

ALSC is a team of creative professionals—who lead a clear principle-based design process delivering simple yet powerful architectural solutions authentic to our client's mission, culture, and vision. We believe design has a profound opportunity and responsibility to inspire and make a difference in our lives.

### Responsibilities Include

- Research, identify, and pursue new business opportunities
- Organize, identify, and execute firm's business development efforts/strategies to capture new projects and opportunities
- Maintaining an ongoing understanding of industry market trends and how to use that information to support clients
- Identify opportunities to elevate firm's profile in the region through event attendance, sponsorships, speaking engagements, and advertising opportunities
- Coordinate with leadership to develop annual business plans with specific business development initiatives

### Abilities Include

- Ability to work independently and collaboratively as part of a team
- Ability to work on/manage multiple projects
- Have an excellent grasp of marketing fundamental and business development
- Strong written, verbal, visual and personal communications skills
- Strategic thinker

### Qualifications

- Experience: 4-8 years' experience in business development with professional services firm
- Bachelor's degree (Marketing or Communications preferred)
- Proficiency in Microsoft Office products and Adobe Creative Suite (preferred)

### Benefits

- A fun, collaborative working environment
- Employer paid medical/vision insurance (employee + family) and dental, life and disability (employee)
- Paid holidays, vacation, and sick leave
- 401K retirement plan
- Defined contribution retirement plan
- Continuing education stipend

ALSC Architects is an EEO/AAP employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or protected veteran status.

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