



WTA ARCHITECTS

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WTAARCH.COM

WTA Architects is a full-service architectural firm specializing in Healthcare, Education (K-12 and Higher Education), Commercial, Governmental, Religious, and Historic Preservation work. As a Michigan based firm, we offer knowledgeable expertise in the design of new facilities both small and large. We also work extensively with existing buildings, providing services that include assessments, additions, renovations, and upgrades.

Every project is approached with sustainability in mind. We have an extensive staff of Leadership in Energy & Environmental Design (LEED) Professionals accredited by the U.S. Green Building Council. We also have a partner in our firm who is a qualified Preservation Specialist, offering expertise in rehabilitation practices including exterior envelope and masonry investigation as well as historic preservation.

Business Development and Marketing Professional

We are looking for a Business Development and Marketing Professional to assist us in our business development efforts. Your role will be to oversee and manage all sales and marketing efforts for the firm. Working with Principals, you will help to create overall sales and marketing strategies and assist in seeking new business opportunities.

We are looking for someone with strong communication skills that can contact and develop relationships with potential new clients and help to raise the overall brand identification and recognition of the firm. You will work with other staff to manage the production of marketing materials, as well as overseeing the RFP/RFQ response process.

Key Responsibilities:

- Organize, plan, schedule and manage sales efforts.
- Determine marketing objectives and strategies.
- Research and gather information of potential clients and projects.
- Manage public relations and advertising programs, special events, direct mail programs, and marketing research activities.
- Raise firm brand identification and awareness.
- Seek and develop new business opportunities for firm.
- Represent firm to clients, peer organizations and business associates through active engagement.
- Assist with preparation of annual Business Development Plan.
- Assist with marketing budget development.
- Manage production of marketing communications pieces such as aids, brochures, post cards, email content, etc.
- Assist with preparations for client interviews and presentations.
- Maintain current knowledge of firm opportunities to coordinate teaming.

To apply please send a resume and cover letter to jgoff@wtaarch.com

WIGEN
TINCKNELL
ASSOCIATES
ARCHITECTS

SPACE SOLVED.