

# **GABRIEL SAUNDERS**

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16th August 2021

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## **Job Description**

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## **Marketing & Business Development Manager**

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The primary objective of the Marketing and Business Development Manager is to develop relationships with new clients in all initial interactions with the business - from the website through to proposals.

Gabriel Saunders has established itself as Australia's premium quality architectural visualisation and interior styling studio. Our tailored approach, unique methodology and cross disciplinary team create a unique offering for our clients. This methodology in turn provides our studio the creative freedom to challenge our clients expectations and produce stunning and successful outcomes for their projects.

We work with the world's leading architects, interior designers, branding agencies, photographers and developers - the designs are beautiful and the expectations are high.

We believe in dynamic careers and nurturing people's strengths and interests through work life balance, varied opportunities and experiences.

### **The Position**

The Marketing & Business Development Manager will work as part of the team to implement existing marketing plans and provide input into future marketing opportunities. The key purpose of the role is to tell a compelling brand story of the Gabriel Saunders brand for both new and existing clients.

### **Key Tasks**

- Implement the Marketing Plan and provide input into future plans
- Develop materials that establish brand positioning and brand value
- Implement Aesthetic Intelligence brand campaign
- Identify ways to reach new and existing markets to increase work with target clients
- Manage and nurture relationships with existing customers and implement
- Customer Relationship Management tools
- Development of materials that support brand loyalty
- Rollout of content and networking on social media (Instagram and LinkedIn) and measure effectiveness of activities
- Support Directors in New Business activities including:
  - Researching prospects and responding to incoming leads to increase our client base including preparation of fee proposals
  - Liaise with internal Production team regarding timing of new projects
- Providing specialist advice on GS process (following training)
- Lead the implementation of new products
- Follow architecture and interior design industry trends locally and internationally

### **Gabriel Saunders P/L**

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15 145 739 984

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### **Why work for GS?**

- Work with leading local and global design teams on exciting projects
- Encouraging, creative, open, diverse and motivated culture
- Recognised studio globally - Winner of Best Rendering Studio, Architizer Awards 2021
- Commitment to work-life balance including flexible working arrangements (option for school hours and school holiday leave)
- Opportunity to work autonomously
- Access to ongoing professional development and career progression

### **Skills and Experience Required**

- Excellent communication
- Marketing and/or Business Development experience
- A background in architecture or interior design
- Responsive and adaptable
- Motivation to produce great work
- Copywriting skills (a bonus)
- Ability to draft and review contracts (not essential)

### **Application process**

- Please send your CV and portfolio with a letter of introduction to [jobs@gabrielsaunders.com.au](mailto:jobs@gabrielsaunders.com.au) by Friday 3rd September, 2021
- Gabriel Saunders values talent and is also focused on finding the right cultural fit for the team so a suitable salary will be negotiated for the right candidate. The salary will also be based on agreed working hours, which will ideally be three days per week.
- Applications from interstate are welcome
- For further information please contact [bec@gabrielsaunders.com.au](mailto:bec@gabrielsaunders.com.au)
- Gabriel Saunders is an equal opportunity employer

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