Summary Description:
Stages Consultants is seeking an experienced, self-motivated, creative, Director of Marketing to help us continue our trajectory of growth. Stages is an internationally respected Theatre Planning and Acoustics consultancy engaged in the design of performing arts and cultural projects across the US and overseas. Founded in 2011, Stages has grown from two partners to a staff of eight full-time employees plus part-timers and subcontractors. We are small but mighty, with about 150 contracts completed in our 8+ years, and around $600 million in construction projects currently in design and construction with an impressive roster of architects.
This is a newly created role based in our Highland Park, NJ office. It is an opportunity to make the role your own and to build our strategy from the ground up. You would work directly with the partners and the rest of the staff and would serve as an integral part of our strategic planning team. You would be responsible for the development and implementation of our business development, marketing, and communications strategy for all our paths to market including the AEC industry, performing arts organizations, owner’s representatives, developers, and higher and secondary educational institutions. Working with us, you will identify potential clients, develop and maintain relationships, and help land new projects.
Stages was founded to help our clients achieve their vision for amazing performance spaces. Our work includes new construction, historic restoration, and renovations of project types ranging from high school auditoria, theatres, performing arts centers, amphitheatres, and concert halls around the world. We also strive to have a company that prioritizes our families and lives right alongside our work. We have developed a work environment with policies that make Stages a uniquely great place to pursue your career and life goals concurrently.
Responsibilities:
- Develop and implement a strategic business development and marketing plan.
- Develop and manage the marketing budget.
- Review RFPs/RFQs and manage end to end proposal process.
- Oversee marketing communication including public relations, advertising, marketing materials, and social media.
- Measure, track, and analyze business development performance.
- Identify and track leads and future opportunities and prioritize markets and locations.
- Establish and maintain relationships with potential and current clients.
- Travel to and represent Stages at conferences and other marketing-related events.
Required Knowledge & Skills:
- Four or more years of marketing and business development experience in the AEC or performing arts industry with an established industry network.
- Excellent oral and written communication skills.
- Strong interpersonal and relationship-building skills.
- Ability to prioritize and manage multiple projects and goals.
- Talent for research and a vision for strategy development.
- Proficient in Microsoft Office and Adobe Creative Suite (InDesign and Photoshop).
Benefits:

- A competitive salary.
- A comprehensive benefits plan including health insurance; access to optical, dental, long and short-term disability, and life insurance; and employer matching 401(k).
- A generous PTO and vacation policy.
- Work-from-home opportunities.
- Company-paid professional organization memberships and conference attendance.
- Allowance for attending live theatrical and music performances.

Application Instructions:

We look forward to receiving your resume and cover letter at jobs@stagesconsultants.com.