

LEGAT ARCHITECTS

Design with a Difference

Business Development & Marketing Specialist

Legat Architects – Fishers/Indianapolis, IN (Full-Time)

Legat Architects is seeking a Business Development & Marketing Specialist to support the growth of our Indiana studio and advance strategic pursuits across the Learning, Wellness, and Community markets. This role blends relationship development, strategic marketing, and pursuit coordination within a collaborative and growing environment.

Responsibilities

Business Development & Client Engagement

- Partner with Segment Leaders to identify and cultivate new opportunities.
- Build relationships with clients, partners, and prospects through outreach and networking.
- Conduct market research to identify emerging opportunities and capital initiatives.
- Support and execute pursuit strategies to advance NSR and revenue goals.
- Track pursuits, interactions, and follow-up needs in Treblehook CRM.

Proposal & Marketing Support

- Lead the proposal process from RFP analysis through final submission.
 - Create clear, compelling presentations and pursuit materials.
 - Maintain brand consistency and contribute to firmwide messaging efforts.
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Qualifications

- Bachelor's degree in Marketing, Communications, Architecture, or related field
 - 5–10 years of BD/Marketing experience in the A/E/C industry
 - Strong writing, coordination, and visual communication skills
 - Software: Microsoft Office, Adobe InDesign, CRM platforms (Salesforce/Treblehook)
 - Highly organized, proactive, and able to manage multiple pursuits simultaneously
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Success Measures

- Contribution to growth in the Indiana market
 - Increased visibility and relationship development within key markets
 - Proposal quality, timeliness, and win rate
 - CRM accuracy and opportunity management
 - Strong communication and team collaboration
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Why Legat?

At Legat, you'll join a nationally recognized, design-focused firm that values collaboration, curiosity, and long-term client relationships. With an expanding presence in Indiana, you'll have the opportunity to influence market strategy, work directly with firm leadership, and contribute to projects that strengthen communities across the Midwest. This role offers meaningful career growth, a supportive team environment, and the chance to help shape the next chapter of Legat's impact in the region.

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Send resume and other qualifications to hr@legat.com; Subject Line: Business Development/Marketing Specialist 2026