



Internal Posting

Marketing Relationship Manager

Pay Range: \$55,000-\$75,000 per year

Summary of Job:

As the Marketing Relationship Manager, you will use your energy and talent to lead DLC's growth by creating new business opportunities and relationships for our Construction Division and supporting DLC's sales goals in our target maintenance market. Your work will include: collaborating with the marketing team on comprehensive marketing campaigns, meeting with existing and potential clients to build relationships around our construction solutions and working with the team to lead strategic sales engagement opportunities. Additionally, you will engage with potential clients at industry events and create new relationships industry-wide to market DLC's unique maintenance and construction service offerings. This role requires an energetic team player with a high degree of organization and planning, someone who is comfortable speaking one on one and in front of small groups and is energized by the opportunity to create new business opportunities for the team.

Essential Functions:

- Facilitate effective internal teamwork with the marketing and construction departments related to marketing our services.
- Integrate with the Operations Team to understand DLC's business and how to differentiate our company within the maintenance and construction market.
- Organize and plan seasonal engagement to showcase business offerings and measure results
- Serve as primary point of contact and owner of internal proposal process
- Build relationships with potential and existing clients to support business development and sales goals
- Represent the company to clients through in-person conversations, group presentations and organized electronic communications
- Regular attendance in the office or on property as scheduled

**Not an exhaustive list since other job requirements may arise as a result of changes in business decisions. The company reserves the right to change this job description as needed.*

Job Skills/Requirements:

- Exceptional written communication and verbal presentation skills; Professional written and verbal skills to communicate to all levels within the organization
- 3+ years' experience in marketing and relationship building
- Bachelor's degree in program that will provide skills that can be implemented in role; or equivalent work experience
- Ability to create relationships and work within a team setting
- Track record of strong organization and planning
- Ability to work independently and proactively, handle multiple requests/projects simultaneously, and within deadlines.

- Experience managing large projects including ability to create project plans, track and monitor progress, meet delivery deadlines, and evaluation of programs.
- Ability to quickly build relationships and establish rapport.
- Demonstrated ability to work in fast-paced environment managing and prioritizing multiple responsibilities and deliverables while meeting deadlines.
- Proficient computer skills in order to create training materials, complete required reports and produce effective communication materials to a bilingual workforce. Strong skills in MS Office (Word, Excel, PowerPoint, Outlook)
- Valid AZ driver's license and ability to become an approved driver for DLC

Physical Demands/Working Conditions:

- Ability to operate a computer and other office productivity machinery such as a scanner and copier.
- Ability to deal with the stress associated with a fast-paced, constantly changing work environment, including handling multiple tasks on a daily basis.
- Ability to view computer screens, mobile devices, and other electronic equipment for extended periods of time.
- Regular travel within assigned geographic area may be required to conduct or attend training classes, business meetings, or other events and situations necessary for the accomplishment of some or all of the daily responsibilities of this position.
- Ability to work in an office environment and outdoor weather conditions as necessary.

To Apply:

Submit a copy of a DLC internal application and/or your resume to **Human Resources** by emailing to jobs@dlcresources.com. Office Phone 602-455-5021.

All potential employees are subject to a pre-employment drug screening test. DLC Resources complies with all Federal and State of Arizona employment laws including the use of E-Verify.



Follow us on Facebook!