

## Senior Marketing and Business Development Specialist - GeoEngineers (Boston)

Apply: [Senior Marketing and Business Development Specialist \(csod.com\)](#)

Contact: Rachel Spivey, [rspivey@geoengineers.com](mailto:rspivey@geoengineers.com)

Are you an organized, outgoing business-development professional who thrives in a fast-paced, collaborative environment? Are you a “connector” who naturally builds relationships between people, communities, and companies? If so, GeoEngineers wants you to be part of our growing team! We are an employee-owned, national earth science and engineering consulting firm that is making a big difference in the communities we serve.

As our **Senior Marketing and Business Development Specialist**, you will lead efforts to build business for our technical services in Greater Boston and the Northeast U.S. You will work closely with a well-established national marketing team and partner with technical experts to build relationships and project opportunities throughout the region.

### Key Responsibilities:

- Business Development:
  - Partner with technical and business-development staff to identify business opportunities and build relationships
  - Gather business intelligence about opportunities and competitors in the regional market
  - Help develop compelling proposals and other qualifications materials
  - Create opportunities for technical staff to interact with existing and potential clients
- Marketing:
  - Staff conferences, tradeshow, on-site client meetings, and client-appreciation events
  - Help promote regional activities on the company website and in local media
  - Lead local community-outreach efforts

### Knowledge, Skills and Abilities Required:

- 5+ years of experience in marketing, business development, or equivalent
- Creativity, passion, drive, and excellent communication skills
- B.A. in English, Journalism, Communications, Marketing, or equivalent
- Previous leadership experience or demonstrated ability to lead, motivate, and support technical staff
- Experience organizing, writing, editing, and preparing proposals or similar documents
- Proficiency in MS Office and Adobe Creative Suite applications preferred
- Interest in engineering and science topics

### Our Commitment to Belonging at GeoEngineers

When people feel they can bring their whole selves to work, that they have a voice and are supported and respected, it creates trust and a feeling of belonging— employees then flourish, grow their careers, and do the best work of their lives. They are more innovative and creative, more productive, and better able to serve our clients and communities. A culture of belonging allows our employees to thrive and our company to prosper. This is a journey. We are committed to doing the work, learning, and evolving as we go.

GeoEngineers, Inc. is an Equal Opportunity Employer that values workplace diversity. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability. For more information, please visit [www.eeoc.gov](http://www.eeoc.gov).

GeoEngineers is also committed to working with and providing reasonable accommodation to individuals with physical and mental disabilities. If you need special assistance or an accommodation while seeking employment,

please contact Human Resources via [hr@geoengineers.com](mailto:hr@geoengineers.com) or by phone at (425) 861-6000. We will make a determination regarding your request for reasonable accommodation on a case-by-case basis.

**GeoEngineers Pay and Benefit Transparency:**

Our best estimate of the salary range for this position, located in Boston, MA is \$82,090 - \$124,538. Compensation offered will be based on a variety of individual factors, including education and experience, as well as internal equity. GeoEngineers' salary ranges are reviewed and updated each year and employees are eligible for pay increases based on individual performance. As part of our competitive total rewards package, employees in this role may also be eligible for our annual year-end bonus offering, subject to program eligibility requirements.

At GeoEngineers, investing in our people is a top priority. In addition to competitive and equitable pay, we are proud to offer a wide range of benefits to support employees and their families, including healthcare (with travel benefit for care not locally available), 401(k) with company match, short-term and long-term disability, life insurance, wellbeing benefits, paid vacation and sick time and paid holidays, among others. View our full listing of benefits on our website.