



# Marcia Araujo

Client Relations Manager

## contact

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As Client Relations Manager, Ms. Marcia Araujo is responsible for the marketing, communications, and business development efforts of MEA Forensic's Vancouver office. She manages and oversees sponsorships, events, client seminars, and collaborates with engineers in their goals for building long-term relationships with clients.

Marcia joined MEA as a receptionist in 1998 and worked as a project coordinator before moving to her client relations position. She understands the relationship between MEA's clients and engineers. Marcia organized the first *Let the Evidence Speak Seminar*, which has become a signature client event for all three MEA offices. Legal and insurance professionals interested in attending this annual half-day seminar about the latest in forensic engineering are invited to contact her for details.

"It's all about making personal connections and building trust," she says, "that's the key to developing long-lasting relationships with clients."

## professional associations

Legal Marketing Association