

# CAREERS

## Business Development Manager

The Business Development Manager, under the direction of the Director of Business Development, is primarily responsible for building key customer relationships with new clients. The BD Manager works with partners from various departments to increase sales opportunities and maximize revenue. He/she manages new client business and networks within a defined market or geographic area to ensure continual opportunities for business growth.

### Qualifications

- Solid, well-established network of contacts within the construction industry along with a proven sales track record
- Knowledge of the market, competitors, and emerging business trends that will determine how to develop and promote JEN COL's unique selling proposition and differentiators
- Able to respond to business development opportunities and build and maintain lasting relationships with internal and external partners, clients, and other stakeholders (familiar with the "Doer/Seller" model)
- Excellent organizational, strategic, planning, implementation, analytical, and research skills
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills
- Exceptional presentation, oral, and written communication skills
- High level of critical thinking and reasoning to identify underlying principles and facts
- Excellent attention to detail and a high degree of accuracy
- Able to respond appropriately in high-pressure situations with a calm and steady demeanor
- Proven skills to interact effectively with partners in order to direct workflow, assess performance, and assign duties
- Able to follow through and complete overlapping projects
- Understanding of financial reports including budgetary guidelines and project expenditures
- Computer literacy, including effective working skills in Microsoft Office and CRM systems (experience with Cosential software preferred)

## Education & Experience

- Post-secondary degree or diploma in business, marketing, economics, or a related field
- 10+ years of technical and managerial experience in business development, estimating, or project management in a commercial construction general contracting environment
- Valid driver's license

## Functional Responsibilities

- Build key customer relationships with new clients
- Network within a defined market or geographic area to ensure continual opportunities for business growth
- Attend industry functions and provide feedback and information on emerging trends
- Work with staff from various departments to increase sales opportunities and maximize revenue
- Review proposals and provide feedback and direction to the BD team
- Conduct research to identify potential clients
- Identify new business opportunities, generate leads, and seek out partnerships
- Negotiate and close business deals
- Handle client objections by clarifying information, emphasizing benefits, and working through differences to a positive conclusion
- Predict clients' future needs and devise strategies and action plans to meet those needs
- Liaise with senior management to determine and implement organizational strategy and initiatives
- Stay up to date on the company's current service offerings and competitors in the desired market segments
- Consult with and present to senior management information on business trends in order to develop new services and distribution channels
- Use knowledge of the market and competitors to identify and develop the company's unique selling propositions and differentiators
- Forecast sales targets and work with BD team to ensure they are met
- Maintain extensive knowledge of current market conditions
- Assess operational issues in regard to competitiveness, staying current in terms of trends and innovations
- Monitor assigned BD activities and/or programs for the purpose of ensuring effective department functioning
- Mentor, direct, and evaluate BD personnel
- Oversee workload of department for the purpose of maximizing the efficiency of the work force and meeting operational requirements

## Working Conditions

- Office atmosphere
- Manual dexterity required to operate computer and peripherals
- Driving of a company vehicle
- Frequent day travel and occasional overnight travel
- Attending after-hours networking events