

Business Development/Sales Manager

Qualifications

- Bachelor's degree in Business Administration, Marketing, Construction Management, Engineering, and/or a combination of experience
- Excellent leadership, negotiation, and communication skills
- 5 years minimum of experience in the construction sales experience, specifically in bidding, estimating, and pricing- maintain a balance of competitive sales goals and supportive teamwork
- Extensive knowledge of residential, commercial, and/or industrial construction projects
- Post Frame/Wood Frame Construction experience a plus
- Proficient in CRM software, Microsoft Office, and construction management software
- Analytical skills with the ability to assess market trends and financial data effectively

Responsibilities

In this dynamic sales role, you'll lead the charge in:

- Train, and mentor sales team members, enhancing their skills in construction knowledge, pricing, client management, sales techniques with company goals and culture in mind
- Develop and execute comprehensive sales strategies to meet or exceed sales targets across residential, commercial, and industrial construction markets
- Manage the bidding, estimating, and pricing process, conducting detailed project takeoffs, and preparing accurate and competitive cost estimates
- Manage the entire sales cycle from prospecting and lead generation to negotiation and closing deals
- Grow and maintain strong relationships with clients, understanding their specific needs and offering customized solutions
- Assist in development and execution promotional activities- work hand in hand with our Brand Manager to boost sales and market share
- Collaborate with project managers and other departments to ensure project proposals are accurate and feasible
- Monitor market trends and competitor activity to adapt strategies accordingly
- Provide reporting on sales results, estimating backlog, forecasts, and market analysis to the VP of Sales
- This role is crucial as we look to expand our operations and enhance our market presence
- Independent self-starter who can bring creativity and initiative to your role

Benefits/Compensation

- Base Salary + Competitive Commission with performance-based bonuses
- Future opportunities for professional development and advancement within an industry-leading company
- A dynamic and supportive work environment that values innovation, teamwork, and customer focus
- Comprehensive benefits package including health, dental, and vision insurance, retirement plans, and generous paid time off

- Base Pay: \$70,000.00 - \$100,000.00 per year
- + Competitive Commission + Bonus Opportunities
- Reports to Vice President of Sales
- Flexible schedule
- 8 hour shift
- Monday to Friday
- Weekly day travel