



NOW HIRING – Business Development Professional for Commercial General Contractors

We are looking for a motivated, well-connected individual who thrives in seeking and establishing strong client relationships to join our Business Development team! Our ideal candidate is results-driven, a self-starter, and has excellent communication skills. They possess a background within commercial construction serving the following industries: Retail, Healthcare, Corporate Offices, Self-Storage Facilities, Municipality, Restaurant, Aviation, Funeral Homes & Cemeteries, Luxury Apartments & Multi-Family Residence, Education, and Financial Institutions.

Job Description

- Maintain current client relationships and identify opportunities for creating positive, long-lasting relationships for potential clients in various industries
- Identifying and researching opportunities that come up in new and existing markets to generate leads
- Preparing and delivering pitches and presentations to potential new clients while utilizing provided marketing materials
- Developing and presenting proposals customized for each client's specific business needs
- Communicating with marketing team to give insight on and produce marketing materials and content
- Communicating current projects, leads, and calendars with President, VP of Operations, and Marketing Director
- Communicating with clients to understand their needs and offer solutions to their problems based on our services
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities
- Grow and develop client base by utilizing a systematic process to identify new prospects and to routinely contact and follow up with clients and leads
- Keeping detailed records of client and lead communication
- Translating proposals into ready-to-sign contracts
- Owning the sales lifecycle from prospecting to implementation
- Managing virtual and in-person meetings
- Attending conferences and industry events, such as member luncheons and tradeshow
- Developing rapport with industry groups and organizations
- Strong understanding of company services as well as business position and competition within different industries
- Combining efforts and fostering a collaborative environment within the business as a whole

Qualifications

- Exceptional communication and presentation skills, both written and verbal

- Excellent organizational skills to meet goals and set priorities
- Strong customer service and sales skills for generating leads
- Advanced presentation and persuasive skills
- Excellent leadership and teamwork skills with the ability to work as a team or independently
- Strong communication and interpersonal skills for building meaningful relationships with clients
- Proactive, ambitious, and self-driven
- Prior experience with proven track record in business development and marketing for commercial construction or general contracting companies serving the following industries: Retail, Healthcare, Corporate Offices, Self-Storage Facilities, Municipality, Restaurant, Aviation, Funeral Homes & Cemeteries, Luxury Apartments & Multi-Family Residence, Education, and Financial Institutions.

Benefits & Salary

- Annual Salary of \$75,000 - \$100,000 Plus (Salary based on experience)
- Structured Commission plan
- Health Benefits - Employee Medical, Vision & Dental
- 401K, Paid Time Off, Life Insurance, Paid Holidays
- Company Vehicle

Company Description

We have over 34 years of experience in site development, commercial remodeling/buildouts, and ground-up construction. We provide our clients with design-build services to maximize savings and use our engineering, architectural and interior design-related resources to provide a "Turn-Key" start-to-finish experience for each client

One of our prime objectives is to minimize the interruption to normal business activities while work is being done. We focus on keeping the client's business profitable while renovations are taking place. We maintain several crews ready to convert empty space into income producing space for our clients.

EMAIL RESUMES TO OFFICE MANAGER AT EMAIL ADDRESS BELOW

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