

Business Development Manager—Fabric Division

Mid-Atlantic/Northeastern United States

Position description

In general, the Business Development Manager (BDM) is responsible for promotion and sales of all Greystone Construction Company's capabilities and is primarily responsible for sales within identified market niches and assigned geographic territory. BDM will also promote Greystone's services such as design/build, general construction, project management and fabric buildings.

Responsibilities

Key Tasks and Responsibilities

- This position will be primarily responsible for targeting, qualifying, and securing new tension membrane fabric building projects throughout the Mid-Atlantic and Northeastern United States
- The BDM will also have the ability to promote and sell Greystone's general construction services to all appropriate targeted customers and markets

Prospecting / Business Development

- Perform market research – Define target companies, identify decision makers and stay up to speed on industry specific trends, news and state of economy
- Develop Strategic Plan – BDM to develop industry specific market plan with manager which will include establishing marketing and travel budget
- Goal setting – BDM to set and maintain quarterly and yearly sales goals and review with management on quarterly/yearly basis
- Promote Company through involvement in community and civic organizations that will expand network such as Industry Associations, etc.
- Attend trade and networking functions to increase visibility, build relationships and generate leads
- Marketing Materials – BDM to work with VP Business Development & Marketing Director to create, manage and distribute market specific content including direct mail, brochures, website content, etc
- Collaboration – BDM to participate in weekly meeting with VP Business Development and to discuss current pipeline, activity history and future target marketing efforts
- Pipeline Management – BDM to track and update pipeline report utilizing Salesforce on daily basis
- Manage Estimates and Proposal Process – BDM to work with estimating/project management team to ensure estimates are being completed accurately and in a timely fashion. Once estimating is complete the BDM will create proposals and present to potential customers
- Industry Partners & Subcontractor Relationships – BDM to establish and maintain solid working relationships with industry partners which are integral to delivering successful projects
- Client relationships – BDM responsible to maintain contact/relationship with key clients long after projects are complete

Relationship Management

- Build long lasting relationships with customers that are built upon trust and delivering results
- Constant contact with targeted markets utilizing phone, email, social media and face to face meetings
- Developing and maintaining strategic relationships and networks with key industry leaders, including private business, corporate, government, and A & E firms

Technology

- Utilize appropriate business software including Salesforce, Microsoft Excel, Microsoft Word, Microsoft Project and Microsoft Outlook
- Salesforce – BDM to create market specific campaigns to track activities including keeping activity history up to date and setting up new task reminders
- LinkedIn – BDM to work with Marketing Director to create a LinkedIn profile. BDM to become active in connecting with clients, potential clients and industry partners

Technical

- Must be able to interpret architectural plans and shop drawings, land surveys, engineering reports and analyses
- Must have working knowledge of project scheduling techniques
- Must have knowledge of various prime contracts and subcontracts utilized by Greystone Construction Company
- Must participate in project start up and close-out procedures
- Ability to understand and satisfy the customer's insurance coverage and certification requirements
- Work to improve personal, technical, and supervisory skills through continuing education, training, or participation in professional organizations

Qualifications

- High School Diploma
- Minimum 4 years' experience in business-to-business sales, preferred with a building general contractor or building materials sales
- **MUST** be willing to travel 50-75% of the time
- **MUST** be willing to attend meetings, conferences/tradeshows and networking events afterhours, evening and weekend commitments required
- Results-orientated with proven ability to organize, plan and prioritize work to meet deadlines
- Strong ability to coach, mentor and direct others; demonstrated skills in managing people and projects
- Able to apply sound judgment and problem-solving skills to complex projects and business challenges
- Solid reputation for building excellent relationships with internal and external customers
- Preferably has existing network of established relationships with prospective clients in salt and sand, industrial or commercial construction markets
- Excellent verbal, written, and presentation skills; communicates effectively with management, employees, customers, and vendors
- High level of motivation, integrity, and commitment to team and customers

**About
Greystone**

At Greystone, we don't offer jobs. We offer careers. We offer ample opportunity for career advancement, rewarding work, and a family atmosphere. We offer an excellent benefits package to eligible full-time employees, including: competitive wages, 401(k) retirement plans, profit sharing, health insurance with options for Health Savings Account (HSA) and Flexible Spending Account (FSA), dental insurance, short and long term disability insurance, continuous training with a focus on safety, and more.

Greystone is a general contractor based in Shakopee, Minnesota with offices in Bismarck, North Dakota and Spirit Lake, Iowa. We provide design-build and general construction services to the commercial, industrial and agribusiness industries. We have been in business for 35 years and worked in 31 states.

We highly value the safety of all team members on our construction sites. We demonstrate integrity and value quality, collaboration, and client satisfaction. We also aren't afraid to have a little fun. Learn more at www.GreystoneConstruction.com.

How to apply

Fill out the form: [Apply to Work at Greystone Construction](#)