

Business Development

COMPANY OVERVIEW: Founded in 1982, American Constructors began as a small construction company in Austin known for building high-rises for private developers. As the company grew, our expertise in construction expanded to support larger, more complex projects in areas including education, healthcare, manufacturing, and offices. Located in the Greater Austin area, our service extends throughout Central Texas and includes virtually every facet of commercial building construction. We are a client-focused general contractor and construction management firm.

Position Overview: Business Development Manager is responsible for developing new business opportunities and contributing to the organization's sales and client-relationship management efforts. This position works closely with the senior leadership team to develop strategies that will help the Company achieve its short- and long-range growth and business objectives. This position works closely with the Director of Marketing to develop market research and marketing strategies.

Key Responsibilities:

- Support and contribute to achievement of the company's sales goals.
- Assist the organization in the development of the Business development strategy and plan
- Identify and research opportunities emerging in new and existing markets.
- Identify and develop relationships with industry professionals to generate new business opportunities.
- On a weekly basis contact potential clients to establish rapport and arrange meetings.
- Represent the firm to clients, peer organizations and business associates.
- Attend industry events and other meetings to stay abreast of market conditions, competition, and upcoming trends.
- Effectively communicate and collaborate with cross functional teams to facilitate teamwork and ensure positive outcomes for potential new clients.
- Provide ongoing progress reports and updates on business development activities, and other key indicators to the management team.
- Add all information into the company's database system to ensure it is maintained and current.

Skill Set:

- Professional demeanor that enables interaction with the highest levels both inside and outside the firm
- Able to work without close supervision and in a team environment
- Follow through in a consistent manner
- Excellent organizational skills
- Experience working collaboratively with cross-functional groups
- Excellent verbal and written communication skills
- Interpersonal skills and the ability to build rapport quickly
- Good listening and problem-solving skill

Education and Experience

- Bachelor's degree
- Minimum of 7-10 years of business development experience
- Experience in AEC or related industry a plus
- Must be able to pass a drug screen