

Director of Business Development

LJP Construction Services

Job Posting

LJP Construction Services is a team of real estate experts offering development, construction, and forensics investigation-related consulting services. We have been in business for over 25 years under the same leadership/ownership. We are considered the leader in our industry and work with GCs, Developers, Home Builders (production or custom) on a variety of residential and commercial projects – from Single Family Detached, Multi-Family Attached and Mid & Highrise developments. We are also on the approved list of all major Insurance Carriers, both domestic and European.

Job Title: Director of Business Development

Department: Sales

Reports To: Senior Vice President

FLSA Status: Exempt

Summary: Responsible for the sales process that reinforces the company's brand reputation. Effectively uses sales tools throughout the process. Manages successful transitions from where the contract begins to the close of the contract.

Duties and Responsibilities - Other duties may be assigned.

- Meet new contacts within the construction industry to sell the Quality Assurance Services provided by Company.
- A drive to seek new business; has contacts and book of business.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients.
- Promote the company's products/services addressing or predicting clients' objectives.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers
- Initiative and good decision-making skills
- Follows up with clients and prospects as necessary.
- Connect with prospective clients and follow-up as needed, effectively using a variety of communication methods that provide value to the client, to promote continued interest in working with the company.
- Working knowledge of computerized database (Salesforce).

- Ensures that favorable relationships with clients are maintained through continuing customer liaison.
- Drive process and continuous improvement.
- Candidate will fluctuate between remote working and Corporate Headquarters.
- Candidate must be willing to travel Nationwide.
- Performs other tasks and special projects as required.

Travel Requirements

- Local and other travel required (project sites, trade shows and client meetings).
- Other Nationwide Travel required to fulfill the position.

Qualifications:

- Project management skills
- Strong organizational skills
- Strategic and analytical thinking skills
- Ability to write reports
- Proven working experience as a business development manager, sales executive or a relevant role
- Proven sales track record
- Experience in customer support is a plus.
- Proficiency in MS Office and CRM software (e.g. Salesforce)
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Language Ability:

Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents. Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community. Ability to write speeches and articles for publication that conform to prescribed style and format. Ability to effectively present information to top management, public groups, and/or boards of directors.

Math Ability:

Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

Reasoning Ability:

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

Computer Skills:

To perform this job successfully, an individual should have knowledge of Microsoft Office, Microsoft Word, Microsoft Excel, Microsoft Project, Salesforce, CaptureQA™, and CaptureQA™ Portal.

Education/Experience:

Bachelor's degree (B. A. / B. S.) from four-year college or university; or more than 10 years related experience and/or training; or equivalent combination of education and experience.

Certificates and Licenses:

- Valid driver's license

Knowledge, Skills, and Other Abilities:

- Strong knowledge and experience in sales. Must have a current working relationship with GCs, Developers, and residential builders.
- Strong leadership skills
- Ability to create and implement goals, strategies, and action plans
- Creative problem solving and abstract reasoning skills

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to stand, walk, sit, use hands, reach with hands and arms, climb or balance, stoop, kneel, crouch or crawl, and talk or hear. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, ability to adjust focus, and ability to see color.

Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is occasionally exposed to wet or humid conditions (non-weather), work near moving mechanical parts, work in high, precarious places, fumes or airborne particles, toxic or caustic chemicals, bloodborne pathogens, outdoor weather conditions, extreme cold (non-weather), extreme heat (non-weather), risk of electrical shock, and vibration.

The noise level in the work environment is usually moderate.

As such, employee is required to routinely utilize PPE (Personal Protection Equipment) when accessing Corporate Offices.

"Federal law requires employers to provide reasonable accommodation to qualified individuals with disabilities. Please tell us if you require a reasonable accommodation to apply for a job or to perform your job. Examples of reasonable accommodation include making a change to the application process or work procedures, providing documents in an alternate format, using a sign language interpreter, or using specialized equipment." (*OFCCP, Voluntary Self-Identification of Disability, Form CC-305*)

LJP Construction Services is an affirmative action and equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, age, sexual orientation, gender identity, national origin, veteran status, or genetic information. LJP Construction Services is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. To request reasonable accommodation, contact Dawn Idstein, Human Resources at LJP Construction Services.