

Job Title: Business Development –
Construction

Location: West Des Moines, Iowa

Salary Range: \$75,000 - \$100,000
Plus Commission



Design
Construct
Furnish

Position Summary:

We are seeking a dynamic individual to drive our market position by cultivating and nurturing business relationships, identifying opportunities for growth, and converting them into successful sales. As a key player in our regional marketing and business development activities, you will execute strategic sales plans to propel our company forward. Building trust and fostering open communication with clients and customers will be at the core of your responsibilities.

Principal Duties and Responsibilities:

Business Development:

- Meet or exceed business objectives by driving top line growth by aggressively hunting and leveraging relationships across the sales territory to position Samuels Group as the preferred provider of commercial construction services focused on commercial, healthcare, government, and manufacturing clients.
- Eager to seek out and engage new clients within the commercial construction sectors to generate a steady influx of new opportunities through prospecting, events, partnerships, networking, marketing, and other lead development activities.
- Ability to develop an extensive network to source high-quality leads and implement effective sales strategies to convert opportunities into tangible business results.
- Lead research efforts to provide valuable insights for proposal submissions and presentations, ensuring a thorough understanding of customer needs.
- Actively represent our brand internally and externally.

Client Loyalty:

- Maintain regular contact with past, present, and prospective clients to cultivate lasting relationships.
- Facilitate clear communication between internal stakeholders and external parties, including executives, managers, and community groups.

Safety, Planning, and Results:

- Champion our commitment to safety when engaging with clients and stakeholders.

- Contribute to strategic planning by providing valuable market data and research insights.
- Continuously update and monitor local marketing and business development plans in response to market dynamics.
- Identify and target specific market segments within the region to drive growth and enhance customer loyalty.

Additional Duties and Responsibilities:

- Willingness to travel regularly throughout the assigned territory. Valid driver's license required.
- Deliver presentations to various stakeholders, including Owners, Architects, and large groups.
- Perform any other duties necessary to fulfill the requirements of the role.

Work Relationships and Scope: Reporting directly to the Vice President of Sales & Marketing, you will collaborate closely with sales staff, the marketing team, regional managers, and other key stakeholders. While the role does not involve direct supervision, effective coordination and teamwork are essential.

Knowledge, Skills, and Abilities: Successful candidates will possess:

- A bachelor's degree in business, marketing, or a related field, coupled with at least 5 years of sales experience, preferably in commercial construction or a related industry.
- Results driven achiever with proven track record to achieve targets and drive business growth.
- Comfortable cold calling and networking to uncover business opportunities and relationships.
- Strong communication skills, including the ability to engage effectively with stakeholders at all levels.
- Ability to work in an unstructured environment, developing and managing own schedule.
- Proficiency in Microsoft Office is essential, with experience in CRM systems such as HubSpot considered a plus.

Working Conditions: This role may involve occasional physical exertion and exposure to various environmental conditions. While regular business hours are typical, flexibility regarding evening, weekend work, and travel is necessary to meet organizational needs.

Benefits: Health insurance, Dental insurance, Vision insurance, Health Savings Account with employer contribution, Employer sponsored life insurance, Employer sponsored short-term and long-term disability, supplemental benefit options, Robust paid time off program, 401(k) with employer matching, Tuition reimbursement, Professional development assistance, Life insurance, Employee referral bonus program, Employee assistance program, Employee-driven wellness program and culture club, Flexibility, Work environment that encourages employee well-being and family/work balance.