

# Manager of Business Development

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## **About Us:**

The Austin Company prides itself on being the premier provider of consulting, design, engineering and construction services. Our firm is a full service firm and has been in existence since 1878.

## **Job Overview:**

We have a current opportunity available for a talented Business Developer to service the Great Lakes region. The primary responsibility for this position is to develop relationships with prospects that will lead to viable opportunities and manage the process where those opportunities become projects with favorable contract terms.

## **Basic Accountabilities:**

- With initial assistance from Sales Coordinators, cultivates prospects, negotiates contracts and sells company business in an assigned geographic area or specialty, which will generate meaningful and profitable business for the Company.
- Analyzes all companies doing business in his/her sales territory and identifies those businesses most likely to need our services. Contacts are made with key decision-making executives representing the prospective clients to acquaint them with our capabilities.
- Also responsible for maintaining contact with the client during the performance of the work to ensure complete satisfaction and repeat business.

## **JOB REQUIREMENTS**

- Must possess a bachelor degree in engineering, architecture or construction management
- Required to have 10 years of experience in sales with at least 5 years' experience selling engineering or construction services.
- Experience in Project Management is a plus.
- Strong verbal/presentation and written communication skills
- PC literacy with Microsoft Suite programs is required

## **Our Benefits:**

### Family Environment

Our outgoing team of managers know firsthand the difficulties of managing a career and a family, and have created a family-friendly work environment for employees.

### Teamwork

You will find an outstanding level of teamwork and support from the entire staff at The Austin Company. This unparalleled camaraderie enables us to focus strongly on our clients' needs.

### Compensation and Benefits

In addition to a competitive salary, The Austin Company provides a benefits package that includes medical and dental care, savings and investment plans, flexible spending accounts, paid time off, holidays, case management program, service awards, disability income protection, as well as others.