
Business Development – Project Management

Cardinal Health and Safety Consulting has a client with an immediate need of a Business Development/Project Manager with a strong background in Soil and Groundwater Remediation, Power Distribution, Land Reclamation, Oil and Gas, Steel, Railroads, Large Utilities, and/or Collection Ponds. Our client, based out of Lexington, KY, is an established construction company with a proven track record in environmental remediation, fuel systems, heavy construction, general contracting and energy improvement projects. The company is seeking an individual to lead their business development efforts throughout the Southeastern United States.
Position Location: Southeast United States

Essential Functions:

- Identify and develop new opportunities and new clients within target markets.
- Maintain and improve existing client relationships in the target markets.
- Work with project team to ensure a smooth transition from proposal/estimating efforts through execution and project closure.
- Function as a liaison between the client and project team as necessary.
- Lead in creation and execution of annual commercial, institutional and industrial business development plans.
- Identify industry trends and market changes; perform research and competitive analysis of market.
- Prepare and deliver presentations to introduce and promote awareness of the company's capabilities and value proposition to potential clients and influencers in target markets.
- Project revenue with existing clients compared to prior period.
- Secures work through value-added proposals to clients promoting the company.
- Provide the company with technical support capabilities during Pre-Construction phase, as well as during project execution.
- Partner with the Proposal/Marketing Team to create effective marketing strategies and materials, including branding, and winning proposals.
- Maintain strong relationships with peers to promote teamwork and trust.

Qualifications/Requirements:

- Bachelor of Science Degree in Civil Engineering or equivalent experience in the civil field.
- Minimum of 8 years of business development and sales planning/execution experience in the following industries: Civil Construction, Environmental Construction, Soil and Groundwater Remediation, Power Distribution, Land Reclamation, Oil and Gas, Steel, Railroads, Large Utilities, and/or Collection Ponds.
- Proven ability to successfully develop and expand new business and grow existing business within target market (single self-performance projects ranging between \$50,000 to \$2,000,000).
- Proven ability to successfully develop client relationships in the commercial/industrial construction industry.
- Thorough knowledge and understanding of the construction marketplace, specifically the civil trades, and strong industry relationships with clients, GCs, consultants and subcontractors.
- Ability to interface with architects, engineers and clients to provide solutions.
- Engaging and highly effective interpersonal, communication and presentation skills.
- Highly collaborative leadership style with the ability to respond quickly and effectively to changing situations.
- Highly developed organizational and planning skills.
- Demonstrates and display honesty, integrity and personal accountability.
- Ability to travel as required by the targets/projects/clients.

Interested candidates should email their resume in Word format to resume@buckeystaffing.net