



Business Development Manager, Construction

Job Scope

The role of the Business Development Manager is to provide strategic leadership and direction to the company's business development team, ensuring that they deliver exceptional outcomes that align with the company's objectives. This includes identifying new business opportunities, developing and implementing effective strategies, and fostering strong relationships with key stakeholders. The Business Development Manager will also monitor market trends, assess competitive threats, and provide recommendations to senior management on maintaining the company's competitive edge.

Responsibilities

- Increase market share by generating interest and demand in the assigned market.
Lead the preconstruction and procurement efforts for Irvine through building and cultivating relationships.
Work with the Division Vice President to Own to identify new accounts and maintain assigned existing relationships utilizing company entertainment resources, as appropriate.
Lead strategy meetings with estimators on all project bidding and client interviews.
Regular client contact via meetings, lunches, dinners, events, outings, etc.
Manage FSG's preconstruction process and transition projects from estimating to design to operations seamlessly.
Know about all significant projects being built in the LA County & OC region. Monitor news outlets and industry publications for upcoming opportunities.
Communicate effectively, orally and in writing, with all team members involved in procuring a project. (Clients, Vendors, subcontractors, and other Trade partners.)
Update CRM software with bid follow-ups, client contacts, new opportunities, etc.
Turnover project information in a detailed and timely manner.
Develop and maintain a positive relationship with key stakeholders, including general contractors, clients, vendors, company personnel, and all operation staff.
Develop Business plans to meet KPIs and generate total market growth.
Identify, manage, and resolve internal and external hurdles.
Build relationships with General Contractors to monitor engagement and customer satisfaction.
Prospect, uncover, and develop a selling strategy to secure new business.
Continuously develop and maintain a healthy pipeline of prospects and potential clients.
Understand FSG proposal format, contract language, pricing structure, and services.
Sell with integrity and appropriately track prospect data to ensure a coordinated and consistent client experience in alignment with FSG culture.
Proactively and consistently demonstrate the value of partnering with FSG, highlighting key pillars of the value proposition.
Overcomes objections and resistance to proposed solutions with key client decision-makers and mobilizes them to action.

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



Understand key market competitors, terminology, technology, trends, and regulations at a tactical level.

Requirements

- High School Diploma / GED or 5+ years of Electrical Construction Experience.
Ideally, 3+ years of experience in Sales, Preconstruction, or Business Development.
Strong customer-facing skills (Executive presence, writing, phone, and email).
Outstanding Communication and listening skills (English).
Self-motivated, strong work ethic.
Demonstrated skills for achieving or surpassing results against standards of excellence.
Shows a passion for improving the delivery of solutions with a commitment to continuous improvement.
Proven skills to cultivate long-term, sustainable, value-based relationships with Customers.
Demonstrated ability to negotiate by collaborating with others to arrive at a conclusion using compromise, persuasion, influence, and rationale, both internally and externally.
Demonstrated ability to develop and leverage partnerships to drive the strategic plan.
Consistently demonstrates alignment to organizational strategy to advance opportunities.
Strong Computer and Office Product Skills.
Connection to local industry associations with active participation