



Project Development Manager

Job Scope

As a Project Development Manager, you will oversee a team creating innovative solutions that meet customers' requirements and pertinent codes. This can include but is not limited to, managing a team, creating project-centric solutions, customer project reviews, assisting the sales team in presentations, ensuring deadlines are met, negotiating pricing, and working nights or weekends to complete projects.

Responsibilities

- Mentor/train new team members.
Create new processes and procedures to improve efficiency.
Develop retrofit solutions based on site audit data in conjunction with customer requirements.
Negotiate project pricing with vendors.
Follow up on projects to assist in closing new business opportunities.
Evaluate design ideas based on aesthetics, safety, function, serviceability, and budget.
Teach product applications and specifications.
Perform interior or exterior site lighting audits.
Ensure customer deadlines are met.
Participate in customer meetings as needed.

Requirements

- High School diploma or GED or college degree in related field.
5+ years' experience and/or training in the lighting industry.
2+ years' experience in managing a sales operations team.
Proficient in Microsoft Office required, and Blue Beam REVU preferred.
Prior lighting and electrical estimating experience required.
Able to read plans and take-off estimator planning.
Excellent time management skills, and ability to effectively meet critical deadlines.
Strong verbal and written communication skills.
Ability to multitask while staying organized.
Self-directed and Motivated.

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.