

BUSINESS DEVELOPMENT MANAGER- PITTSBURGH

POSITION OVERVIEW

A successful **Business Development Manager** focuses on showing and cultivating strategic opportunities to expand our market share, forge long-term client relationships, and support the overall growth of the company. They will have a deep understanding of the construction process, project development, and a strong ability to engage stakeholders at all levels to ensure business expansion.

DUTIES AND RESPONSIBILITIES

- › Identify and assess new markets and geographic areas for growth. Develop and execute strategies to enter new markets, increase brand visibility, and position the company for long-term success.
- › Build, nurture, and maintain strong relationships with key clients, including project owners, developers, architects, engineers, subcontractors, and other industry stakeholders within the Pittsburgh region. Focus on creating long-term client value and ensuring ongoing collaboration and repeat business.
- › Identify and engage potential business partners, including subcontractors, suppliers, and other industry influencers and associations. Attend industry events, conferences, and networking functions to enhance the company's reputation and create new opportunities for collaboration.
- › Support the development of new project opportunities by collaborating closely with internal teams to align business development efforts with current and upcoming projects. Participate in early-stage discussions, ensuring alignment of company capabilities with market needs.
- › Collaborate with internal teams to refine proposal strategies and bid submissions.
- › Promote the company's brand as a trusted general contractor. Position the company as a leader in delivering high-quality projects on time and within budget. Build the company's reputation through thought leadership and participation in industry discussions and forums.
- › Foster positive relationships, ensure clear communication, and address any concerns to ensure client satisfaction throughout the project lifecycle. Work with project teams to ensure successful project delivery and client retention.
- › Work closely with project managers, estimating teams, operations, and executives to ensure business development efforts align with the company's operational capabilities. Ensure smooth transitions from business development to project execution.
- › Lead a project pursuit approach from beginning to end, including the design and implementation of all RFQ and RFP responses. This includes collaboration with the executive team to enhance successful outcomes during the proposal process. Coordinate with Marketing Managers to create deliverable(s).
- › Aid in the creation of the company's annual business planning for Pittsburgh.
- › Stay informed on trends, regulations, and competitive dynamics in the general contracting industry. Use insights to guide business development strategies and position the company for long-term success.

REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

Must have:

- › In-depth understanding of the general contracting process, including project delivery methods, budgeting, scheduling, and industry regulations. Knowledge of local market conditions and key players in the construction ecosystem.
- › Excellent written and verbal communication abilities as well as communicating effectively with clients, partners, and internal teams.
- › Proven history of building and maintaining strong client relationships, with an ability to navigate complex stakeholder environments and foster long-term partnerships.
- › Ability to think strategically about business development and market positioning. Comfortable with problem-solving and navigating obstacles that may arise during the project development process.



- › Experience in working cross-functionally with various teams. Comfortable leading initiatives and driving projects to completion.

EDUCATION AND EXPERIENCE

- › Bachelor's degree in construction management, civil engineering, architecture, business, or a related field preferred.
- › 5-8 years of business development experience, preferably with a General Contractor, Construction Manager, or in the Architectural Engineering and Construction Industry.
- › Proven success in cultivating relationships, finding opportunities, and driving strategic initiatives.
- › Proficient in the Microsoft Office suite
- › Experience with Unanet software preferred. Experience using other comparable software is acceptable (Salesforce, Microsoft Dynamics 365, Pipedrive, etc.).