

A local DFW Commercial and Industrial Construction Company based in McKinney, Texas is looking for a person with a background in Ag Retail with a solid background in Construction to expand and serve as their Business Development Manager. The ideal candidate will have established relationships in Ag Retail and have knowledge of design/build construction methods. This person will be responsible for developing new business opportunities and managing relationships with clients, designers, brokers, etc.

The Business Development Manager will be responsible for the Southern Region area including Texas, Oklahoma, Kansas, Arkansas, and Louisiana. Ideal candidate would be familiar with the AG, food, or energy industry. This position will report to the President.

Position Overview:

- Sales Strategy - develop growth strategies, assess viable markets, generate new business and service current clients.
- High level thinking – coordinate the work throughout the integrate design process, inclusive of construction and agricultural process systems, and interact with project team and key suppliers.
- Conceptual Design – actively engage with President/Partners on preconstruction, design, drafting, estimating, project management and field operations from a conceptual idea to live construction/installation.
- Design - Build – opportunity to take design skills to the next level and the see \$5+ million dollar projects nationwide come to life throughout all stages.

Qualifications:

- Bachelor's Degree in agriculture, engineering, building construction or related preferred.
- Proven sales track record.
- Knowledge of agricultural production.
- Demonstrable knowledge of herbicides and fertilizers (dry and liquid).
- Broad and in-depth business background with a reasonable working knowledge of the technical aspects of design/build in commercial construction.
- Proven ability to establish profitable relationships with decision makers at companies and organizations.
- Good interpersonal and team building skills with a positive attitude.
- Outstanding presentation and relationship building skills.
- Ability to travel as needed.

Compensation and Benefits

- 100K+, including commissions on gross profit (to be determined based on experience and other factors).
- Auto Allowance, Cell Phone Reimbursement, Laptop and other perks!

Candidates with a construction background in business development or project management are encouraged to send their resume to info@staffing-innovations.com