BUSINESS DEVELOPMENT MANGER STRUCTURAL ENGINEERING FIRM

Posting ID: EM1920757F
Company: INNOVA TECHNOLOGIES INC
Position Type: Full-Time
College Major(s): Civil Engineering (CEE)

Company Website: http://www.innovnv.com
Work Location: Las Vegas, NV
Salary: $50,000 yr Base + 10% of Gross Margin attributed to sales
College Level(s): Graduate Student, PhD. Student, Alumni

OVERVIEW

Innova Technologies Structural Engineers is a recognized leader in structural engineering, transportation engineering, and construction engineering. We thrive on challenges and develop innovative and sustainable solutions that exceed client expectations. We are based in Las Vegas and licensed to practice engineering in all 50 states.

At Innova Technologies, we build relationships on trust, cohesive partnerships, creativity, and innovation within specified constraints and interface and collaborate strategically to generate the best possible solutions for our clients.

We are looking to expand clientele driving sustainable financial growth through boosting sales and building strong relationships with clients.

Roles and Responsibilities

New Business Development - Prospect for potential new clients and turn this into increased business; Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities; Meet potential clients by growing, maintaining, and leveraging your network; Identify potential clients, and the decision makers within the client organization; Research and build relationships with new clients; Set up meetings between client decision makers and company’s practice leaders/Principals; Plan approaches and pitches; Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives; Participate in pricing the solution/service; Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion; Use a variety of styles to persuade or negotiate appropriately; Present an image that mirrors that of the client.

Client Rétention - Present new products and services and enhance existing relationships; Work with technical staff and other internal colleagues to meet customer needs; Arrange and participate in internal and external client debriefs.
Business Development Planning - Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends; Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels; Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales; Using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators. Management and Research - Submit weekly progress reports and ensure data is accurate; Ensure that data is accurately entered and managed within the company’s CRM or other sales management system; Forecast sales targets and ensure they are met by the team; Track and record activity on accounts and help to close deals to meet these targets; Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner; Ensure all team members represent the company in the best light; Present business development training and mentoring to business developers and other internal staff; Research and develop a thorough understanding of the company’s people and capabilities; Understand the company’s goal and purpose to continue to enhance the company’s performance.

Education and Qualifications
BSc/BA in engineering or construction related fields or business administration, sales with relevant field experience.
Proven working experience as a business development manager, sales executive or a relevant role; Proven sales track record; Experience in customer support is a plus

Preferred Skills
Proficiency in MS Office and CRM software (e.g. ZOHO)
Proficiency in English – second language a plus.
Market knowledge – specific to engineering and construction
Communication and negotiation skills
Ability to build rapport
Time management and planning skills

How to Apply
Please submit resumes to: rperlowski@innovnv.com