



## Business Development

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### ABOUT US

We deliver high-quality preconstruction services, owner representation, construction management, design-build, and general contracting services. We want to contribute our expertise from the beginning to the end of the entire construction process. We have team of experts focused on what each project needs. Quality, value, and dependability are to be expected when you choose CarbonSix Construction. CarbonSix understands that our team members are truly the most valuable resource and are excited to grow the team with this position.

### Description

We are looking for a self-motivated and performance-driven business developer to join our growing team. You will be the face of the company and will commit to create and apply a successful sales strategy. The ideal candidate will be trusted to dive right in, take the lead and use initiative to build brand awareness.

### Position Responsibilities

- Manage both our existing sales pipeline and development of new business opportunities for short/middle/long term to meet targets
- Will have Communication and negotiation skills
- Generate new leads, identify and contact decision-makers
- Develop new sales areas and improve sales through various methods
- Research the latest in the business industry and create new opportunities to expand business
- Collaborate with sales and leadership team to ensure requirements are met, such as sales numbers and profit goals
- Maintain and share professional knowledge through education, networking, events, and presentations

### Qualifications

- Bachelor's degree in marketing, business, or a similar area
- Successful tracking record in B2B sales
- About five years of proven sales experience in business or a related area
- Exceptional communication and presentation skills, both written and verbal, to express technical and nontechnical concepts clearly and concisely
- Technical skills required to create proposals and find solutions to meet client requirements, such as using software programs and machines
- Excellent organizational skills to meet goals and set priorities
- Be proactive, and organized and handle work under stressful and uncertain environments

### Contact Info

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