# Job details

Adunz Consulting is a project and construction management ﬁrm specializing in construction and safety management. We need a motivated director of business development to act as a driving force in accomplishing our ambitious revenue growth, customer acquisition, and client retention objectives in a fast sales cycle environment. To achieve our objectives, we need you to be proactive in generating leads, communicating with potential customers, closing deals, collaborating with existing clients, and inspiring the business development team by example.

# About the company

Adunz Consulting has grown from a local construction company to a national ﬁrm with branches across the United States. We pride ourselves in helping companies, individuals, and public agencies adhere to the best practices in safety and construction.

We intend to take the business to the global stage and revolutionize international construction standards as we have in the United States. That's why we need a dedicated and network-oriented director of business development to help us achieve our ambitious goals. We're laid-back in our ofﬁce life and operations, but when it comes to maintaining construction standards, we're passionate, and we look for that same mindset in every team member we onboard.

# What you'll be doing

* Identify global key partners in the construction industry and generate interest
* Generate leads with stakeholders and build relationships to ensure customer conversion
* Ensure a consistent stream of information on competitor services and activities
* Meet with company leadership to set sales objectives
* Collaborate with the team to create sales pipelines and close sales
* Research and understand client requirements
* Sell services to clients while satisfying their needs and opening avenues for repeat consultations
* Follow up on leads to convert customers
* Direct business development team to ensure the highest level of customer support
* Attend global events to network with high-proﬁle potential customers

# Beneﬁts

* Salary: $157,000–251,600/annum plus sales commission
* Insurance: medical, vision, long-term disability, life
* Flexible hours
* Company holidays and paid time off
* 401k

# Qualiﬁcations

* Bachelor's degree in business management, business administration, or a related ﬁeld
* Minimum 5 years of work experience in business development
* Minimum 2 years of management experience
* Experience using Microsoft Excel, PowerPoint, and CRM (HubSpot)
* Familiarity with Nifty and Basecamp
* Proﬁciency in using DoubleClick and Outbrain
* Interest in connecting with inﬂuential prospective clients at prominent events
* Ability to manage time efﬁciently and multi-task