



Business Development and Sales Executive

LOCATION	St. Peters, MO; Dallas, TX Area; or Remote
TRAVEL	Some Travel (Local and National)
REPORTS TO	TBD
TYPE	Full-Time
ROLE FOCUS	Business Development, Sales, Pipeline Growth, and Client Relationships

ABOUT BBI CONSTRUCTORS

BBi Constructors is a commercial construction company that delivers value and excellence as both general contractor and full-scale design-build services, with a growing specialty in self storage. Since its foundation in 2005, BBi strives to exceed customer expectations, successfully completing building projects on time and on target, every time. We take pride in serving our customers with a personal and thorough approach that produces exceptional results.

POSITION OVERVIEW

We seek a dynamic Business Development and Sales Executive to join our team. You will drive sales and revenue growth through direct business-to-business sales, cold calling, developing prospects, attending events, and other tactics to fill the pipeline with qualified customers and close deals. This is the opportunity for an assertive leader who is comfortable interacting with prospects and customers in person, on the phone, via email - however the customer wants to communicate. You will nurture relationships and deliver exceptional customer experience - the kind that makes them say WOW! - over and over again.

Your day will be filled with cultivating relationships with qualified customers and closing high-value deals that you and the company will be proud to build.

RESPONSIBILITIES

Business Development and Sales

- Identify and engage new business opportunities in compelling, successful ways
- Deliver WOW by forging and strengthening lasting connections with prospects
- Spearhead the current strategic sales plan to achieve company goals and help develop an even more impactful strategic sales plan in the future
- Make our CRM the pinnacle of success in tracking sales activities, showing the true promise of the sales pipeline you build
- Negotiate and close key deals to reach and exceed sales targets
- Help the BBi team develop bids, estimates, and quotes for construction projects
- Work with architects and other professionals outside the BBi team as needed
- Collaborate with the team to enhance overall sales performance

Industry Presence and Cross-Functional Support

- Deliver WOW when attending local events and state and national trade shows to develop and sustain meaningful partnerships with prospects



Business Development and Sales Executive

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- Speak up at industry events to show the excellence of BBi Constructors - in meetings, on stage, wherever the opportunity presents
 - Add insights to pre- and post-mortem project risk reviews to sharpen skills and boost success teamwide
 - Perform other duties as needed with the same great attitude, including some Assistant Project Management duties such as estimating and project management

QUALIFICATIONS

- 3+ year track record of success in business-to-business sales
- Strong ability to fill the pipeline, build a book of business, and close deals
- Trainable and coachable, willing to learn new skills as the company grows
- Ability to analyze market trends and customer needs
- Ability to negotiate contracts with customers in accordance with BBi values and objectives
- Excellent written and verbal communication; ability to be tactful and articulate in stressful situations
- Proficient with business technology, including CRMs, project management software, and Microsoft Office; technology-friendly and open to mastering new tech tools
- Business acumen, including general business knowledge and a strong understanding of revenue goals
- Public speaking ability to clearly convey intended messages to large and small audiences, live and virtual
- Ability to work independently and as part of a team
- Initiative, with a bias for action; not afraid to be the first to speak up or take a fresh approach; appreciative of the trust and autonomy that accompany an environment characterized by initiative, mentorship, and accountability rather than micro-management
- Organization and ability to multitask, handling a variety of tasks while practicing good time management and communication to deliver on milestones and reach KPIs and goals on time
- Customer-experience mindset, treating internal and external stakeholders as customers, seeking solutions, and handling conflict with tact and empathy
- Valid driver's license to travel to job sites and for sales activities

Preferred Experience

- Bachelor's degree in construction management, engineering, or a related field, or equivalent experience
- 1-3 years of experience in commercial construction project management, preferably with a focus on self-storage or similar facilities
- Familiarity with design-build, general contracting, and commercial real estate development
- Ability to use Procore construction management software
- Understanding of project scheduling, budgeting, and cost control
- Knowledge of local building codes, permitting processes, and safety regulations



Business Development and Sales Executive

PAY AND BENEFITS SUMMARY

- Fulfillment in your career and your life by joining an organization committed to excellence and servant leadership
- Upward mobility in a growing career path as BBi Constructors grows
- Full-time employment in the St. Peters, MO; Dallas, TX area; or remote
- Some travel required (local and national; reimbursed), with occasional weekends and evenings
- Health, dental, and vision insurance
- Paid time off and paid training and professional development opportunities
- Approved mileage and business expense reimbursement
- 401(k), referral program, and company cell phone
- Must be able to work in St. Peters and throughout Missouri

EMPLOYMENT DISCLOSURES

Applicants must be legally authorized to work in the United States. BBi Constructors is an Equal Opportunity Employer and considers qualified applicants without regard to any status protected by law.

Be ready to soar!

If you are up to the challenge of helping us build this elite organization, aiming for a nation-wide footprint and building superior commercial projects, please apply today.