



BUSINESS DEVELOPMENT MANAGER – ROCHESTER, MN
OCTOBER, 2024

REPORTS TO: PRESIDENT

LEADERSHIP EXPECTATIONS:

- Develop and maintain a visible and positive leadership role with customers, the community, and within DBS Group.
- Be a problem solver. Provide recommendations and options to help solve problems.
- Think beyond day-to-day realities and nurture customer relationships for future growth.
- Interact and collaborate with other DBS Group disciplines to establish best practice processes.

JOB RESPONSIBILITIES:

- Collaborate with the internal team, and external consultants, in the promotion and elevation of DBS Group's brand and reputation.
- Monitor industry trends, analyze market intelligence, and identify emerging business opportunities.
- Develop and execute comprehensive marketing and business development strategies to expand market presence.
- Identify and actively pursue new business opportunities in existing and targeted project markets with existing and potential customers in the greater Rochester, MN area.
- Establish and nurture long-term relationships with key industry stakeholders, strategic partners, and customers.
- Represent the company at industry events, trade shows, and networking functions, leveraging opportunities for earned media.
- Collaborate with the project team to develop project-specific strategies that will provide DBS Group with the best opportunity for successful contract awards.
- Generate compelling proposal information, and lead customer presentations, on an opportunity-specific basis.
- Coordinate and manage the seamless marketing/preconstruction process with DBS Group's design, preconstruction, project management, and leadership teams.
- Maintain detailed documentation of client interactions, project progress, and business development activities.

SKILLS, KNOWLEDGE, QUALIFICATIONS & EXPERIENCE:

- Bachelor's Degree in Construction Management, Business, Marketing, or related field.
- Minimum 5-7 years of experience in commercial construction business development.
- Proven track record of successful project acquisition and relationship management.



- Demonstrated reasonable understanding of design-build commercial construction processes, terminology, and industry standards.
- Experience with construction management software and CRM systems.

REQUIRED SKILLS:

- Exceptional verbal and written communication abilities.
- Strong negotiation and presentation skills.
- Excellent organizational and time management skills.
- Proficiency in Microsoft Office Suite and construction-specific software.
- Strong analytical and problem-solving abilities.
- Strategic thinking and decision-making capabilities.

PHYSICAL REQUIREMENTS:

- Ability to travel to construction sites, customer locations, and industry events.
- Capable of working in various weather conditions during site visits.
- Must be able to climb stairs, walk construction sites, and navigate uneven terrain.
- Valid driver's license and clean driving record required.

WORK ENVIRONMENT:

- Primary office environment with frequent travel to project sites and customer locations.
- Some evening and weekend work required for networking events and customer meetings.

BENEFITS AND COMPENSATION:

- Competitive base salary plus commission structure.
- Comprehensive health, dental, and vision insurance.
- 401(k) with company match.
- Paid time off and holidays.
- Company vehicle allowance.
- Professional development opportunities.
- Performance-based bonuses.