

BUSINESS DEVELOPMENT DIRECTOR

winslow + partners was founded in 2012 and specializes in a future-think and hyper collaborative approach to design, with projects ranging from multifamily, mixed-use, educational, hospitality and office buildings.

We are seeking a full-time Business Development Director who believes in the power of design to shape our community and is extremely organized and is a strategic thinker (provide examples).

Qualifications

- 3-5 years of experience in business development or sales in the Architecture Industry
- Strong communication and interpersonal skills
- Proven ability to generate and close leads
- Proficiency in using CRM software and other sales tools
- Excellent presentation and negotiation skills
- Self-motivated, proactive, and results-oriented

Responsibilities

- As a Business Development Director for **winslow + partners**, you will play a pivotal role in identifying and cultivating new business opportunities, nurturing client relationships, and contributing to the overall growth of the company. Although founding partners are deeply involved in business development, BD Director will be responsible for:
 - **Market Research and Analysis:** Conduct market research to identify potential clients, industry trends, and competitive intelligence to inform business development strategies
 - **Lead Generation:** Utilize various channels, including cold calling, email campaigns, social media, and networking, to generate qualified leads and expand the client base
 - **Client Engagement:** Develop and maintain strong relationships with existing clients, understanding their needs, and exploring opportunities for selling our services
 - **Proposal Development:** Collaborate with the **winslow + partners** team to create compelling proposals, presentations, and pitches tailored to client needs
 - **Pipeline Management:** Maintain and update the sales pipeline, ensuring accurate record-keeping of leads, opportunities, and sales activities using a CRM software
 - **Collaboration:** Work closely with the partners to develop and implement strategies for achieving revenue targets
 - **Networking:** Attend industry events, conferences, and trade shows to build a network of potential clients and partners

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- **Reporting:** Prepare regular reports on business development activities, new projects progress, and key performance metrics for management
- **Job Type:** Full-time
- **Salary & Benefits:** Salary commensurate with experience and qualifications. Benefits include: paid covered parking, vacation time, sick time, medical, dental and vision insurance.
- Please send your resume to: admin@winslow-partners.com