

Qualifications

- 3-5 years of experience in business development or sales in the Architecture/Construction 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
 - **Reporting:** Prepare regular reports on business development activities, new projects progress, and key performance metrics for management