



## CONCRETE CONSTRUCTION

**Dedicated team is seeking an experienced Business Development Manager!**

### **WHAT WE DO**

We are men and women who believe it requires investment to be great. We're dedicated to our craft because we know the quality of our effort is seen in the concrete product we create, whether others will see it or not. Although many will never see what is below their flooring, we take great pride in providing the highest quality concrete foundation that not only looks great but will withstand the test of time.

Our team always has top of the line equipment and software to ensure a smooth process. We have been serving Colorado Springs builders, general contractors, and homeowners for 25 years and are looking forward to many more.

### **THE OPPORTUNITY**

Be the face of the Rusin's residential and commercial divisions by developing strong business relationships with potential client's key stake holders. Actively pursues new business, strategically plans, research market share, negotiates and creates long term business relationships for future business opportunities.

### **WHAT YOU WILL BE DOING**

- Develop and pursue leads in both the residential and commercial divisions, while identifying new markets and working closely with each division and leadership team to define ideal targets.
- Develop and maintain positive business relationships with potential clients and vendors through networking and participation in industry sales and marketing groups.
- Perform and implement strategies for marketing analysis specific to locations we currently service and new locations, to include but not limited to SWAT analysis, looking at permits pulled, building activity and industry competition.
- Serve as first point of contact for cold calls and understanding estimating capacity for new business in each division.
- Utilize CRM software for collecting research and managing potential business prospects; identifies and locates new customers through a variety of methods including networking and cold calls to generate new leads.
- Sets up, prepares and attends sales meetings as applicable.
- Develop and execute annual business development plans for both residential and commercial divisions.
- Keep up with the latest industry developments including market positioning of corporate competitors.
- Provide accurate weekly forecasting for potential new business and discoveries to division head.
- Analyze market opportunities, develops, and implements strategies to both maximize margins and increase revenue growth.
- reports with results, status of accounts, and leads to residential management & business development team.
- Performs other duties as assigned.



Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

## **WHAT YOU WILL BRING TO OUR ORGANIZATION**

- Minimum 5 years related experienced.
- Construction industry experience preferred.
- Excellent verbal and written communication skills.
- Excellent sales, presentation, and negotiation skills.
- Organized with attention to detail and strong ability to negotiate.
- Proven ability to build and maintain relationships with clients.
- Proficient with Microsoft Office Suite and CRM Software.

## **WORKING CONDITIONS & PHYSICAL REQUIREMENTS**

- Most work is performed indoor in an office environment with a computer and other typical office tools and equipment.
- Work can be performed outside on construction sites, where PPE will be required along with appropriate clothing and shoes.
- Works in a typical 40 hour work week situation but will be expected to work additional hours in busy seasons and on weekends as applicable.
- Will be required to meet with customers at locations of the customer's choice.
- Will be required to occasionally travel and have flexibility.

## **WHAT OUR ORGANIZATION IS PROVIDING**

- Salary Pay Range: \$80,000-\$120,000 – Generous Variable Compensation (Base and Discretionary Bonus)
- Health Insurance
- PTO & Holiday Leave
- 401K/Profit Sharing

Rusin Concrete provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, genetics, veteran status, or other legally protected characteristics. In addition to federal law requirements, Rusin Concrete complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Rusin Concrete will not discriminate or retaliate against applicants for failing to disclose wage history in accordance with applicable state law.

Rusin Concrete expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Rusin Concrete employees to perform their job duties may result in discipline up to and including discharge.