



Nesbitt Contracting is looking for an ambitious and energetic Business Development Manager to help us expand our clientele. Locally owned and operated, Nesbitt has the personnel, assets, equipment, and knowledge to handle a wide variety of civil construction projects and is fully immersed in Alternate Project Delivery methods (CMAR, Design-Build and Job Order Contracting). Our BDM will be the front of the company and will have the dedication to create and apply an effective sales strategy.

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

### **Responsibilities**

- Develop a growth strategy focused on customer satisfaction
- Attend networking events
- Conduct research to identify new markets and customer needs
- Arrange business meetings with current and prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Keep records of sales, revenue, invoices etc.
- Build long-term relationships with new and existing customers

### **Requirements and skills**

- Proven working experience as a business development manager, sales executive or a relevant role
- Market knowledge
- Proven sales track record
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software
- Proficiency in English

- Excellent oral and written communication skills
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills

Please send resumes to [hr@nesbitts.com](mailto:hr@nesbitts.com)

Or

Apply at [www.nesbitts.com/application](http://www.nesbitts.com/application)