

JOB OPENING: BUSINESS DEVELOPMENT EXECUTIVE



Denovo Construction Solutions is an experienced team of project managers and design experts that serve clients seeking trusted construction partners. Driven to be the next generation of Construction Management services, Team Denovo meets clients where they are and transforms their goals into attainable impactful building projects through an all-inclusive, discovery, design and delivery process. Denovo has proudly partnered with community stakeholders to lay the groundwork for remarkable community assets.

Company Location: 300 4th Street, West Des Moines, Iowa

Company Website: www.teamdenovo.com

JOB DESCRIPTION

Denovo Construction Solutions is a rapidly growing in program management, construction management, and design-build services. Future sales opportunities will focus on the K-12 Education market. We are seeking a true Hunter/Sales Closer who is collaborative, and a creative problem solver, and who understands the necessary steps to gain customer validation using your business acumen and passion for serving customers. You will help districts plan, execute, and improve their long-range facility needs and energy efficiency and sustainability initiatives.

Location: Open to remote locations with anticipated travel of up to 50% domestic.

JOB RESPONSIBILITIES

- Prospect, and build relationships with new accounts, leveraging your network and communication skills to gain access to key decision-makers.
- Take the lead role in engaging prospects to thoroughly understand their business drivers and buying criteria.
- Work effectively on multiple complex solutions projects simultaneously.
- Communicate discovered requirements to internal development teams to coordinate efforts in development of proposed solutions that meet client objectives.
- Manage opportunities through the entire sales cycle, including initiating dialogue, qualifying, understanding needs, tailoring solutions, and executing mutual close plans.
- Build and maintain a robust pipeline, updating and leveraging the CRM to operate efficiently.
- Possess an entrepreneurial spirit and cooperative, collaborative demeanor.
- Be a committed team player willing to plug in where needed.

EQUAL OPPORTUNITY EMPLOYER

Denovo is an equal opportunity employer and does not discriminate against any employee or applicant for employment based on race, color, religion, national origin, age, gender, sex, ancestry, citizenship status, mental or physical disability, genetic information, sexual orientation, veteran status, or military status.

APPROPRIATE SKILLS & ABILITIES

- Experience in developing turn-key projects with focus on Programing, Master Planning, Facilities, and/or Design/Engineering.
- Design experience with an emphasis on Client Engagement, Client Leadership, and Sales is desired.
- Understanding of energy code, fire and life safety, K-12 financing, state rules, regulations, best practices, and performance standards.
- Excellent written and verbal communications, time management and organizational abilities.

Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Sitting / Computer Work

Job Site Walking / Inspection

Valid Driver's License

Team Meetings

Job Site Meetings

DESIRED EXPERIENCE

Bachelor's degree or industry-related experience in Performance Contracting.

Five (5) years of B2B sales experience.

Experienced selling to healthcare or education/community groups in a National/Named Accounts model.

ESCO experience is a plus.

Expert level competence in consultative or discovery-based solution selling.

Confidence in communicating with C-suite and other senior managers.

Track record of exceeding sales goals and closing multiple deals with average size \$5,000,000+.

EMPLOYEE BENEFITS

Energized Work Environment

401(k) & 401(k) Contribution

Health Insurance

Vision & Dental

Disability

Life Insurance

Paid Time Off

Flexible Schedule

Career Growth Opportunities

INTERESTED INDIVIDUALS:

Please send your experience or résumé to:

Brian Crawford, Chief Operating Officer
bcrawford@teamdenovo.com

mobile: (515) 499-2460

Explore Team Denovo at www.teamdenovo.com

