



## **BUSINESS DEVELOPMENT DIRECTOR**

### **Corpus Christi, TX 78404**

#### **ABOUT THE JOB:**

#### **EMPLOYEE WILL REPORT TO CORPORATE OFFICE IN CORPUS CHRISTI, TX.**

AG|CM Inc. ([www.agcm.com](http://www.agcm.com)) is a small, energetic and highly professional construction management firm with offices in Corpus Christi, Houston, San Antonio and Austin. We represent owners in all types of construction including public and private; institutional, commercial, governmental and industrial. We are looking for talented and highly motivated individuals who want a challenging and rewarding career with a tremendous potential for growth. We are extremely proud of our professional staff, who all work very closely together. We foster a family atmosphere with various company gatherings year round.

#### **JOB SUMMARY:**

The Business Development Director is responsible for driving AG|CM's business and increasing its revenue, identifying and developing new business opportunities, and building and expanding the presence of AGCM and its brands. The Business Development Director leads sales and client-relationship management, tracks new markets and emerging trends, recommends new products and services, proposes and develops new strategic partnerships, writes proposals and plans, develops and implements a comprehensive internal and external marketing plan, and guides long-term objectives to meet business needs and requirements.

The Business Development Director has a thorough knowledge of the Construction Management market, the solutions and services that AG|CM can provide, and understands who AG|CM's competitors are.

The Business Development Director will manage Business Development staff in all regions of the company. The Director will supervise and/or mentor other Business Development and Marketing personnel.

#### **MINIMUM QUALIFICATIONS:**

- Bachelor's degree in Business, Marketing, Economics or in related fields.
- 10 years of substantial, broad, and demonstrated successful experience in Business Development and/or Account Management.
- 5 years of management and strategy development/account management experience within a construction management firm.
- 3 years of supervisory experience.
- Computer skills to include: social media, blogging, graphic design, Microsoft Office programs, etc.

- Demonstrated ability to successfully expand new business and grow existing business within markets.
- Experience in building strategic marketing programs/concepts, and selling them to the AG|CM executive team.
- Demonstrated experience in leading complex sales processes that involve multiple team members and decision makers.
- Demonstrated network of developers, owners' representatives, architects, engineers, and other professional services relationships that could be leveraged to create business opportunities.
- Engaging and highly effective interpersonal, communication and presentation skills that cultivate and grow lasting business relationships, both internally and externally.
- Highly collaborative leadership style with the ability to respond quickly and effectively to ever-changing situations.
- Ability to coach, mentor, and lead a diverse staff to deliver "best-in-class" services to our clients.
- Exhibit strong business acumen, skills, maturity, and the ability to work effectively with others.
- Highly developed organizational and planning skills, time management skills, and written/oral communication skills.
- Have a positive outlook, be motivated, and possess an entrepreneurial attitude.
- Work autonomously and be self-driven.
- Work after-hours, and on weekends as required.
- Must be able to travel for day and overnight trips frequently.

**EDUCATION:**

- Bachelor's degree in Business, Marketing, Economics or in related fields

**LICENSES/CERTIFICATIONS:**

- Current valid Driver's license and a satisfactory driving record

**PREFERRED QUALIFICATIONS:**

- Master's Degree in Business Administration
- Certified Business Development Expert (CBDE) Certification