

Business Development Consultant

CarbonSix Construction is a general contractor, founded in 2021 and located in Grand Rapids, MI. CarbonSix Construction delivers high-quality preconstruction services, owner representation, construction management, design-build, and general contracting services. We want to contribute our expertise from the beginning to the end of the entire construction process. We have a team of experts focused on what each project needs.

Quality, value, and dependability are to be expected when you choose CarbonSix Construction. CarbonSix understands that our team members are truly the most valuable resource and are excited to grow the team with this position.

Key Responsibilities:

- Conduct daily prospecting calls and face-to-face meetings with customers.
- Maintains sales pipeline to achieve goals for new sales.
- Follows a proven sales process that includes prospecting, qualifying targeting, identifying customer needs, developing value propositions to present solutions for construction project opportunities.
- Use a hunter mentality to secure prospective client appointments.
- Prepare for appointments by executing prospective client research, tailoring sales materials, and leveraging available resources.
- Meet with prospective clients to secure their business. Execute appropriate follow-up client meetings to complete the sales process.
- Perform other related duties as assigned including participation in Company meetings, communication, and networking events.

Qualifications:

- High School Diploma or Equivalent required.
- Associate or bachelor's degree Preferred but not required.
- Minimum of 1-5 years sales experience in a hunting capacity preferred.
- Strong business acumen with background in sales, relationship development and/or excellent customer experience.
- Experience analyzing financial reports, in a complex, fast-paced environment.
- Available to travel as needed (70% or more).
- The work requires strenuous physical exertion, and the employee may be required to drive, stand, walk, bend, sit, climb, kneel and crouch for extended periods of time, as well as see, talk, hear and use hands and arms to grasp, handle, reach and feel.
- Must pass pre-employment background screen and possess a valid driver's license and pass motor vehicle record search.
- Ability to work independently and manage multiple accounts.

We offer a competitive salary and benefits package, including health insurance, 401(k) with matching, and paid time off. If you are a self-motivated individual with a passion for sales, we encourage you to apply for this exciting opportunity to be a key member of our team. CarbonSix Construction is an Equal Opportunity Employer, disability and veteran friendly.