



Business Development Manager

Job Description:

- Coordinate with business executives to develop and execute systems and processes to increase revenue and sales through networking and marketing. This is a new job position which you will help develop and shape. The position will include, but is not limited to website development, social media marketing, attending trade shows, attending association meetings, meeting with local business leaders and owners, attending charity and community events, and employee recruitment. We are looking for an open minded visionary who is ready for new challenge.

Compensation/Rate:

- Compensation based on experience

Duties/Responsibilities:

- Develop a sales and marketing strategy and create systems and process that support that strategy.
- Meet with clients, subcontractors, and vendors to establish long term relationships that generate sales and revenues.
- Attend trade Shows, Business Luncheons, associations, and possible after hours networking events.
- Develop a campaign to attract new employees through marketing and online presence.
- Identify potential clients through developing leads and analyzing data.
- Maintain good client records and develop a CRM program.
- Respond to customer concerns in a timely manner
- Train employees on the importance of marketing and first Impressions.
- Meet or exceed customer requirements and expectations
- Following proper safety guidelines
- Ensure compliance with all company values, policies and procedures
- Other related duties assigned

Education/Experience

- Bachelor's Degree in marketing or comparable discipline, or equivalent life/work experience

- 2 years Sales and marketing experience (construction Experience a plus)(Commercial Real Estate Relationships a plus)

Required Skills and Characteristics:

- Career oriented person with a long term mindset
- A self-starter who is self-disciplined and requires little oversight
- Proven sales and networking record
- Excellent communication skills, both written and verbal.
- Basic computer skills (MS Office- Word, Excel, Outlook, Publisher, etc...)
- Strong Managerial and Leadership skills
- Strong Critical thinker and problem solver
- Strong organizational skills and detailed oriented
- Strong positive attitude with a commitment to quality
- Strong desire for continuous improvement
- Strong work ethic and dependable
- Ability to multitask and prioritize
- Ability to coach teams and individuals
- Ability to work with a wide range of individuals with varied skill sets
- Ability to be flexible, adapt to changes, and make “Job-site” decisions under pressure
- Ability to maintain a professional attitude with owners, inspectors, general contractors, the general public, and other employees
- Valid driver’s license with a clean MVR and reliable transportation

Physical Demands:

- Routine physical demands for an office environment
- Ability to safely navigate a construction site
- Capable of wearing PPE on jobsites (Hardhat, Safety Glasses, Work Boots, and Reflective Vest)

Benefits:

- Company Phone or Phone Reimbursement
- Company Vehicle or Mileage Reimbursement
- Company Lap Top or similar Device
- Health Insurance
- Paid Vacation
- Paid Holidays

Schedule:

- 7:00 AM to 4:30 PM Monday – Thursday (with Occasional after hour events)
- 7:00 AM to 3:30 PM Friday (Hours are Flexible and Negotiable)

Work Site Location:

- Approx. 50% Office Based in Baton Rouge, LA
- Approx. 50% Business Development within an Approx. 20-30 Mile Radius of Baton Rouge

Contact Information:

- www.LamontConstruction.com
- Info@LamontConstruction.com
- (225) 272-1005

EEO Statement:

Lamont Roe Werner Construction Co., Inc. is an equal opportunity employer, and all applications will receive consideration for employment without regard to race, color, religion, sex national origin, disability status, protected veteran status, or any other characteristics protected by law. Reasonable accommodations will be made to enable individuals with disabilities to perform essential functions.