

JOB DESCRIPTION



POSITION: BUSINESS DEVELOPMENT MANAGER, PRE-ENGINEERED STEEL

ABOUT THE COMPANY:

We are a fast-paced construction company made up of fun and intelligent people working together in a progressive work environment (currently a combination of remote home office work and in-person office work). We specialize in the design and construction of light industrial buildings in BC. This can range from concrete tilt-up business parks to simple steel warehouse buildings to complex manufacturing process hubs. Our company vision is "Building Happiness," and we strive to do this in every interaction we have with our teammates, our customers, our suppliers, and our community. We believe in working hard, but also maintaining a healthy balance in our lives and families.

Check out our (somewhat dated) amateur recruiting video: <https://youtu.be/lwEVjBOQIZg>

OUR CORE VALUES:

- Do what you say you're going to do
- Success is in the details
- Learn today, succeed tomorrow
- Happy to help
- Do the right thing
- Go home healthy

OUR MISSION:

- We build a better world through collaboration, competence, and care.

PURPOSE OF POSITION:

To build and maintain supportive, long-term relationships with key owners and consultants pre-engineered steel building market with the end goal of securing new construction projects. Also, to ensure the complete satisfaction of Colony clients and maximize repeat business.

RESPONSIBILITIES:

- Perform market research, analyze market research findings and studies.
- Maintain an up-to-date database on current land values and lease rates in key development areas.
- Learn and maintain a high level of construction knowledge relative to pre-engineered steel: build options, value engineering strategies, market rates, current lead times, etc.
- Maintain strong relationships with pre-engineered steel manufacturers through communication, feedback and frequent in-person meetings.
- Direct, evaluate and manage company marketing strategy through website SEO, paid search ads, social media branding, email campaigns, blog posts, etc.
- Strategize with Colony management weekly on target leads, clients and opportunities.
- Execute sales strategies to bring in project leads and bid requests through face-to-face meetings, video calls, phone calls, trade shows, lunch and learns, etc.
- Develop relationships with new clients (owners, engineering firms, architects, real estate agents, developers), and maintain relationships with existing ones through regular calls, meetings, lunches, drinks, network events, golf, etc.
- Travel as needed for customer meetings (primarily throughout BC).
- Follow up on outstanding proposals in order to answer questions, get project status updates and to uncover any objections to proceeding.

JOB DESCRIPTION



POSITION: BUSINESS DEVELOPMENT MANAGER, PRE-ENGINEERED STEEL

- Use Salesforce CRM tool to manage sales intel, leads and opportunities. Maintain an accurate sales pipeline (with expected award dates and probabilities) for financial forecasting purposes.

QUALIFICATIONS & SKILL REQUIREMENTS:

- Lives in BC Lower Mainland or willing to relocate near Colony office: 19099 25th Ave, Surrey, BC, V3Z 3V2
- Ability to build and maintain relationships with high performing business owners, engineering consultants, architects and commercial real estate brokers.
- Comfortable attending networking events and approaching new people by themselves.
- Ability to build long term relationships vs close short term sales.
- Strong Excel skills and ability to learn and use CRM database software efficiently.
- Ability to put on presentations (lunch and learns, proposal presentations, trade shows, etc).
- Ability to manage own budget and expenses in accordance to results being produced.
- Ability to communicate professionally and effectively by phone, in writing, or in person.
- Knowledge and understanding of various types of construction contracts (e.g. lump sum, construction management, design-build, time & materials, etc).
- Organized, efficient, and detail oriented.
- Ability to problem solve independently, can stay calm and rational under pressure and values constructive feedback.
- Team player who is up for a challenge, curious to learn, and will have fun while doing it.
- Demonstrated employment stability.

EDUCATION & EXPERIENCE:

- Minimum of 5 years experience in technical business development.
- Minimum 3 years experience working with pre-engineered steel manufacturer or builder
- Degree or Diploma in Business, Construction, Engineering or a related technical field from an accredited institution.

COLONY PROVIDES:

- A competitive compensation package with a mix of salary and bonus.
- Health and wellness benefits plan
- An RRSP matching plan
- A positive and fun corporate culture that also maintains accountability
- Various fun activities, lunches, learning sessions, etc.
- Ongoing training and support

JOB DESCRIPTION



POSITION: BUSINESS DEVELOPMENT MANAGER, PRE-ENGINEERED STEEL

Please submit your resume and a cover letter to info@colonyconstruction.com, specifically answering the following questions:

- 1) Why do you want to work at Colony?
- 2) What are your salary expectations?

Optional exercise – “What Colony Core Value do you relate with the most? Please give an example of this in your career.”

Only applicants selected for an interview will be contacted. Thank You!