Full Time Divisional Manager/Business Development Professional for a specialty interiors contractor in the Education, Healthcare and Laboratory Market Segment

WANTED: SENIOR CONSTRUCTION PROFESSIONAL

Full Time Divisional Manager / Business Development professional for a specialty interiors construction contractor, leading a team that is selling and installing Casework, Fume Hoods, Laboratory Equipment and Architectural Millwork Furnishings (Division 6 & 12) in the commercial and institutional markets, pursuing Education, Healthcare and Laboratory Market Segments through architects, construction managers and owners.

Do you want to join a winning culture?

How about finding your professional home with people you actually enjoy working with?

Due to targeted growth in the Eastern PA region, we have an immediate opening for a full-time Divisional Manager/Business Development Manager. This position will be filled by an individual living and working in the region (Philadelphia, Lancaster, Hershey, Allentown and Reading).
As Divisional Manager, you will be responsible for managing, leading and supporting the day-to-day business development and operations team members. This role encompasses overseeing all staff members…sales representatives, project estimators, project managers, drafting engineers, order administration and field carpenter activities.

A critical component of this position is developing and maintaining strong relationships with end user customers, construction managers, general contractors, architects, and vendor partners.

Essential Duties and Responsibilities:

- Oversee all aspects of sales for the division. Become the face of the brand for the division.
- Lead the estimators in their preconstruction efforts responding to RFQs and RFPs.
- Oversee and assign projects to project managers and drafting engineers to support your clients construction schedule and profitably perform our scope of work.
- Overall management of the Eastern PA divisional employees
- Work with our human resource department to recruit/hire/train/retain your team
- Reporting directly to the organization's president.

Qualifications:

- Minimum Bachelor's degree in Business Management, Construction Management or Architectural Design
- Strong leadership and negotiating skills
- Strong analytical and problem-solving skills
- Professional interpersonal and communication skills, both written and oral
- Excellent computer skills including Google, Microsoft, Salesforce and Asana
- Business Acumen
- Sales skills

- Project Management Skills
- Must be able to travel to “local” customer sites and to job sites that may not yet be ADA compliant.

We offer personal and professional advancement and a family friendly atmosphere that reflects our Core Values:

People - Integrity - Intention - Achievement – Humility

In addition to being a great place to work, we offer a competitive compensation package including a Divisional Manager Bonus Program as well as generous PTO, health and welfare benefits as well as a robust health and wellness program.

If you are looking to join a winning culture with a trusted market leader please apply and visit us on the web at www.neis.com to see a collection of projects we have completed with passion and creativity and see why NEIS Collective is a great place to call your professional home.

Affirmative Action Equal Opportunity Employer/Drug-Free Workplace