

Director of Business Development Advertisement

Schnabel is seeking a Director of Business Development to join our firm. The Director of Business Development is responsible for developing and managing the implementation of the business development aspects of the firm's strategic plan, as well as building client relationships that generate new business. This position will also oversee the Marketing Services Group and supervise four to five Market Pursuit Team Leaders along with the Marketing Services Manager. The successful candidate will report to the Chief Executive Officer.

Responsibilities:

- Develops and provides annual updates to a comprehensive strategic business development program, with goals and objectives specific the firm's business development concepts and strategies.
- Pursues the professional and financial objectives of the firm by attaining established annual sales goals, developing monthly sales forecasts, performing market research, and reporting progress to the Board of Directors and Operations Team.
- Oversees marketing services, implementation and execution of marketing campaigns, development the firm's marketing/business development collateral and resources, branding, public relations, and other marketing efforts implemented through the Marketing Services Group.
- Works closely with the Operations Team, Market Pursuit Team Leaders, and other Business Development Professionals to solicit ideas that will strengthen external communications and improve professional capabilities.
- Develops and manages systematic procedures for pursuing leads to affect a continuous source of potential clients, and maintains close communications with current enterprise clients.
- Establishes internal accountability models to measure business development efforts.
- Leads monthly business development meetings, and establishes internal quality control of all business development communications.
- Attends industry conventions, seminars and meetings to gather market trends.

Required Skills/Experience

- Bachelor's Degree in Marketing, Public Relations, Communications and/or Civil Engineering (or a related field)
- Minimum of 10 years of Business Development experience within the AEC industry.
- U.S. Citizenship
- Advanced written and oral communications skills to present information in a concise and articulate manner
- Strong leadership abilities and interpersonal skills, with the ability to proactively lead teams across the firm in a collaborative fashion to meet deadlines
- Ability to relocate to either our Rockville, MD; West Chester, PA; or, Glen Allen, VA (headquarters) office locations
- Ability and willingness to travel

About Us

For 60 years, Schnabel Engineering, an employee-owned company, has been focused on solving problems related to the earth and environment through specialization in geotechnical, environmental, geostructural, dam and tunnel engineering. We are an ENR Top 250 engineering firm dedicated to excellence in client service, high quality, and value added solutions. If you have an interest in joining our team, please apply at <http://www.schnabel-eng.com/careers/opportunities/>.

Candidates must undergo a background check which may include criminal history, motor vehicle record and credit check, plus a drug screen.

EOE AA M/F/Vet/Disability