

US

NGC Management Ltd. has an excellent reputation for quality construction of commercial projects ranging from 3,000 sq ft retail renovations through 100,000 sq ft multi-tenant public market projects and new-builds.

We are located in Vancouver's trendy Yaletown neighbourhood and are looking for driven and passionate people to join our dynamic team, who all set their alarms for every working day to get up for something more than just a pay cheque. We don't just care about the work, we care about the people we work with.

Our mission

is to be known as THE construction firm with the best customer service in all of North America

Our vision

is to be a development and construction industry leader specializing in hotel/resort, restaurant, retail and public markets with offices in all major cities in North America by 2023

YOU

As the **Business Development Manager** you will develop construction business in line with our current strategy to increase our presence in the commercial construction industry in the Lower Mainland, Vancouver Island and other areas.

Your Key Responsibilities

- § Prospect new potential clients within the commercial construction industry
- § Present, negotiate and conclude with clients type of contracts or parts of it
- § Follow up with the client along the execution of a project
- § Conduct post mortems with clients upon completion of their project
- § Negotiate potential contract adaptations or extensions when needed
- § Be open to new tendencies and opportunities in the market
- § Liaise internally with other departments such as Finance, Project Management, Human Resources
- § Prepare and keep current marketing materials and web site content
- § Act as a resource person for management with respect to sales and marketing issues
- § Effective delivery and execution of our value proposition
- § Identify profitable business and aggressively selling our construction services
- § Develop solid, long-term relationships with prospects (owner's reps, architects, interior designers etc)
 - Includes extensive ongoing contact in person
- § Assess the targeted quality of business coming in; refocusing efforts if off track
- § Perform other duties as assigned

Your Qualifications

- § Business Degree (Sales / Marketing major preferred) and/or equivalent work experience
- § Solid track record of 15+ years sales experience
- § Proven ability to sell professional services, preferably construction & project management services
- § Desire and passion for sales/business development
- § Experience selling in a cold calling environment
- § Ability to present professional image of self and our company
- § A self-starter, proven team player with the ability to build strategic and profitable relationships
- § Strong oral and written communication and interpersonal skills
- § Relentless drive to profitably grow the business
- § The ability to focus, prioritize, and multi-task in a fast-paced, high energy environment
- § Proficient computer skills in MS Word, Outlook and Excel

NGC is an innovative and forward moving team. We offer an outstanding corporate culture, competitive benefits, a generous vacation policy and our aggressive expansion plan offers many opportunities for personal and professional growth.

If this sounds like you and you like the sounds of us, please send us your resume with a cover letter to careers@ngcmanagement.com and reference posting #1001-BDevM.

We thank all applicants for their interest in NGC, however only short-listed candidates will be contacted directly.