

Govan Brown is a dynamic creative construction management company specializing in high-profile corporate and commercial interiors. With offices across Canada, our company is growing by leaps and bounds and needs talented and energetic people to grow with us. The work environment is reflective of the fast paced and exciting downtown cities in which we do business.

GovanBrown is proudly recognized as one of Canada's Best Managed Companies. Visit us at [www.govanbrown.com](http://www.govanbrown.com)

### **In a snapshot**

This newly created position will provide the opportunity to play a key role in the growth of our business within the Winnipeg and Saskatchewan markets. As Business Development Manager you will promote Govan Brown's construction management services to new and existing clients as well as spearhead the RFP process in collaboration with the Toronto team.

### **The opportunity**

- Develop and execute a business development strategy designed to generate new business
- Establish and maintain solid, long-term relationships with existing and potential client accounts
- Keep abreast of competitive developments, commercial real estate activity and marketplace trends in the high-end interiors industry
- Identify and develop new business leads through direct prospecting, networking at industry events and participation in various industry associations and professional groups
- Maintain an accurate customer relationship management system to effectively track call records, contact lists/targets, business development activity and sales results
- Drive the sales process, including; lead generation, RFP coordination and pre-qualification, presentation of services and value proposition to clients, negotiation of agreement terms and closing the deal. Solicit the support of the Partner(s) of the company as required
- Follow up with the client through the execution of their project and conduct post mortems upon completion
- Meet with senior management on a quarterly basis to assess performance against targets, discuss sales leads and activity and set/revise future benchmarks
- Liaise internally with other departments, including the Project Management group, marketing and with business development partners in our other offices (Ottawa, Calgary, Edmonton, Winnipeg, Vancouver)
- Assess the targeted quality of business generated; refocusing efforts if off track
- Act as an ambassador of the company by attending relevant industry events that build our profile and brand

### **Desired Skills & Experience**

- Post-secondary degree/diploma in architecture, design, sales or related field
- Over 5 years of related sales / business development experience
- Demonstrated success building and maintaining long term client relationships
- Knowledge of the interior construction market
- Ability to communicate with tact and diplomacy, with strong negotiation skills
- Tech savvy in Microsoft Office suite and CRM software



### **Interested or know someone?**

Please send your resume and cover letter to:

Sarah Paul  
Director of Human Resources  
[spaul@govanbrown.com](mailto:spaul@govanbrown.com)

Govan Brown is an equal opportunity employer and we would like to thank all applicants for their interest. Please note that we will only be contacting the candidates under consideration.