

Business Development Manager- Facilities

Company: Athlos Academies

Location: Grapevine, TX

Reports to: Chief of Network Growth

Classification: Full-time, salary, exempt

Benefits: Yes

Compensation: DOE

Position Overview

Opportunity for a Sales Representative with a background of proven successful selling of Commercial Construction and Development Services. If you have at least 5+ years' experience with a proven track record; we would like to discuss this opportunity with you.

This is an excellent opportunity for the right person. This person will be responsible for New Account Sales. This position offers an incentive base compensation package.

Qualifications & Experience

- 5+ Years' experience in the commercial construction industry. Experience in the education market would be a plus.
- Building alliance relationships with commercial real estate agents and lenders.
- Have good Territory Planning and Selling Skills
- Have had success with incentive-based compensation plans
- Results driven – demonstrated success to establish and grow customer base
- Have documented success in exceeding sales goals and objectives

Skills & Intangibles

- Willingness to receive coaching from managers and peers
- Work with the client from the start of each project to ensure alignment of the project scope and vision
- Prepare and submit project estimates to clients
- Conducting site assessments. The Sales Rep will review the findings and potential solutions with the property owner.
- Additional job duties include submitting contracts, creating a scope of work and meeting with company representatives.

How to Apply

Visit www.athlosacademies.org/careers for application; submit resume and application to hr@athlosacademies.org.

Equal Opportunity Employer

Athlos Academies is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of race, color, creed, religion, age, sex, marital status, national origin, ancestry, disability, handicap or veteran status.

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