

Job Title: Business Development –
Construction

Location: West Des Moines, Iowa

Salary Range: \$75,000 - \$100,000
Plus Commission



Design
Construct
Furnish

Position Summary:

We're seeking a driven and results-oriented Business Development Manager to strengthen our market position in commercial construction. This role is ideal for a proactive professional who excels at building relationships, identifying new opportunities, and converting leads into long-term clients. If you have a passion for sales, networking, and strategic growth, we want to hear from you!

Principal Duties and Responsibilities:

Business Development:

- Drive revenue growth by identifying and pursuing new business opportunities in commercial, healthcare, government, and manufacturing construction sectors.
- Proactively seek out and engage new clients through networking, events, partnerships, and strategic marketing initiatives.
- Establish and nurture strong relationships, positioning Samuels Group as the go-to provider for commercial construction services.
- Leverage market research and insights to develop compelling proposals and presentations.
- Actively represents our brand in industry events and client interactions.

Client Engagement & Relationship Management:

- Maintain consistent communication with past, current, and prospective clients to build lasting partnerships.
- Collaborate closely with internal teams, executives, and community groups to ensure seamless client experiences.
- Keep detailed notes, activities, and documents for clients and prospects in CRM.

Strategic Planning and Market Positioning:

- Provide market insights to shape business strategies and sales objectives.
- Identify key regional market segments to target expansion and growth.
- Monitor and adapt business development plans in response to industry trends.

What You Need to Succeed:

- 5+ years of sales experience (preferably in commercial construction or a related field).
- Construction experience as a project manager or superintendent is beneficial, but not necessary.

- A bachelor's degree in business, marketing, construction management, or a relevant field.
- A proven track record of meeting or exceeding sales targets.
- Confidence in cold calling, networking, and developing new business relationships.
- Ability to attend networking events and activities during the evening hours when needed.
- Strong communication skills to engage stakeholders at all levels.
- Ability to work independently in an unstructured environment while managing your own schedule.
- Proficiency in Microsoft Office (experience with CRM systems like HubSpot is a plus).
- Willingness to travel regularly within the assigned territory (valid driver's license required).

Why Join Us?

- Competitive Salary + Lucrative Commission Structure
- Opportunity to Build and Shape Client Relationships
- Work with an Innovative and Growing Construction Leader
- Engage in Meaningful Projects that Impact Communities

Work Relationships and Scope: This position reports directly to the Vice President of Sales & Marketing while also maintaining key responsibilities in coordination with the General Manager. This role requires close collaboration with sales staff, the marketing team, and other key stakeholders to ensure alignment with both sales objectives and operational goals.

Working Conditions: This role may involve occasional physical exertion and exposure to various environmental conditions. While regular business hours are typical, flexibility regarding evening, weekend work, and travel is necessary to meet organizational needs.

Benefits: Health insurance, Dental insurance, Vision insurance, Health Savings Account with employer contribution, Employer sponsored life insurance, Employer sponsored short-term and long-term disability, supplemental benefit options, Robust paid time off program, 401(k) with employer matching, Tuition reimbursement, Professional development assistance, Life insurance, Employee referral bonus program, Employee assistance program, Employee-driven wellness program and culture club, Flexibility, Work environment that encourages employee well-being and family/work balance.

If you're a motivated sales professional ready to play a pivotal role in our growth, apply today and be part of something bigger!