

## **Business Development Leader (Cleveland Construction Division) – Cleveland, Ohio**

Welty Building Company is seeking to fill key field positions based out of our Cleveland, Ohio office. Welty Building Company provides professional construction management services, specializing in Lean Construction, for clients in a variety of healthcare, commercial, education, energy and hospitality markets nationwide. With offices in Akron, Cleveland and Columbus, Ohio, Houston, Texas and Pittsburgh, Pennsylvania, Welty has been Enriching Lives through Great Buildings since 1945. Welty has had the distinction of creating some of the most prestigious community assets, including the world-renowned Goodyear® Tire & Rubber Company's new Global Headquarters, major renovations to the Pro Football Hall of Fame, Kay Jewelers Pavilion at Akron Children's Hospital, the FirstEnergy Transmission Control Center, Scioto Downs and many others. Learn more at: [www.thinkwelty.com](http://www.thinkwelty.com).

At Welty Building Company, we live our terminal values of **Openness, Passion, Teamwork, Integrity, and Customer Centricity (OPTIC)**. We bring a creative energy to our projects where every individual is an essential part of the team. The work we do is collaborative, with an entrepreneurial spirit, and opportunity for growth and improvement. With our cutting edge approach, we expand the boundaries of the way things have always been done in favor of innovation, and exceeding our client's expectations. Welty does much more than construct and build great projects and buildings, we build relationships – with our clients, employees and the communities they serve.

The ***Business Development Leader (Cleveland Construction Division)*** at Welty Building Company reports to Chris Burns, the COO of Welty and is responsible for the lead generation, pursuit and acquisition of sales in the Cleveland Construction Market for Welty Building Company. The ideal candidate will possess strong relationships within the Northeast Ohio construction community and have strong networking abilities. The primary role is to drive new business and increase market share, revenue and profitability by not only focusing on an increase in sales, but also as part of the functional team implementing Welty's extraordinary building experience throughout the building process. The ideal candidate will embody a balanced skill set of sales experience and design/engineering/construction business development and execution acumen.

The **BD Leader** will develop and execute on high quality construction projects throughout the Cleveland area that enhance the reputation of the organization within the market place. This individual is technically-oriented, and market facing

and focused on value, growth and performance, and will partner with other divisions and groups within the company to leverage the company's full platform of services.

**The primary responsibilities of this role include:**

- Develop and implement an aggressive sales strategy, including short- and long-term plans, to create a roadmap for Welty's growth and development in the Cleveland market.
- Connect with identified customers to leverage and expand our outreach.
- Find market gaps and niches to expand our market share with a focus on corporate office and tenant space opportunities.
- Focus on bringing the jobs and accounts with maximum ROI.
- Must be a self-motivated sales person with the ability to drive sales & margin goals throughout North Eastern Ohio through a direct approach to key accounts
- Leverage key relationships with local subcontractors, engineering firms, architectural firms and other industry market connections to develop new opportunities
- Ability to utilize project manager/estimating experience to assist in the overall construction process on select projects.

**Candidate Qualifications Include:**

- 5 to 10 years of successful Construction Business Development experience
- Strong Northeast Ohio relationships with subcontractors, engineering firms, architectural firms and other primary market construction vendors and networks.
- Construction Project Management/Estimating experience
- Experience in developing opportunities in the Corporate Office and Tenant improvement markets.
- Bachelor's Degree preferred – related experience a must

Welty offers competitive compensation and benefits package, as well as excellent opportunities for career growth.

Interested candidates can send their resumes in confidence to [careers@thinkwelty.com](mailto:careers@thinkwelty.com).

**Welty Building Company Ltd. is an equal opportunity employer.**