



BUSINESS DEVELOPMENT PROFESSIONAL

SPEC Construction, an industry-leading, full-service building solutions company in South-western Ontario is currently looking to add a Business Development Professional to their highly specialized and successful team. We are well-established, highly reputable company focusing on the design and construction of commercial, industrial, office and healthcare-designated facilities.

This is a full-time, permanent position rewarded by competitive compensation and a solid benefits package. Should you meet the qualifications listed below, please send your resume to admin@spec-build.com

ESSENTIAL FUNCTIONS/RESPONSIBILITIES:

- Developing new leads for future business growth; maintaining positive relationships with past, current and future clients
- Developing project-specific proposals as required in response to client/Consultant RFPs
- Identifying potential opportunities via various online procurement websites
- Organizing any required vendor pre-qualifications for future business prospects
- Maintaining a database of contact information for potential and current clients
- Overseeing the tendering process based on plans, specifications or design-build proposals
- Creating pitch packages for client presentations
- Reviewing construction contracts and managing their execution
- Building positive relationships with Owners, Landlords, Site Superintendents, Subtrades, Consultants and Building Inspectors
- Identifying potential design and construction problems; mediating any issues that may arise
- Motivating the project team to achieve desired results
- Reporting to the Director of Construction and CEO as required
- Other duties may be assigned as required

REQUIREMENTS:

- Ten (10) years' experience within the construction industry
- Exceptional problem-solving abilities
- Tremendous listening skills
- Time Management and Multitasking Aptitudes
- Familiarity with CCDC Documentation
- Knowledge of the Ontario Building Code
- Valid, Clean Driver's License