



**Business Development Representative – Industrial  
St. Michael MN**

*Founded in 1916, Lakehead Constructors, Inc. is a leading construction company in the Twin Ports and Iron Range, providing high-quality construction, management and building services to a wide variety of industries in the Upper Midwest region. With one of the most diverse portfolios in the area, Lakehead specializes in industrial construction, including institutional and commercial, mining and steel, oil and gas, power generation, water infrastructure, and railroad. Founded on a mission of safety, quality, service and innovation, Lakehead employs a highly skilled, flexible workforce with a passion for providing the highest quality service.*

If you enjoy a fast-paced work environment that offers a wide variety of challenging work, and you have a passion for safety, quality, service and innovation, make Lakehead Constructors, Inc. your next career move. With an opportunity to be a part of a highly skilled construction team and the ability to work on a diverse portfolio of projects, Lakehead offers a great compensation package: competitive salary, discretionary bonus, vacation, holidays, health, dental, 401k retirement and profit sharing.

Lakehead Constructors is seeking an experienced Business Development Representative to support the company's work acquisition efforts in growing our industrial construction, plant maintenance and fabrication (Lakehead Fabricators) business in Minnesota. The position will provide business development efforts with responsibilities that include market research, identifying project opportunities, attending industry networking events, developing prospective client relationships, managing the sales cycle, creating proposals, delivering presentations, and closing deals. The BD Representative reports to the Vice President – Business Development.

**Duties, Responsibilities and Required skills include, but are not limited to:**

- Develop and maintain strong relationships with clients, engineers and vendors.
- Identify and pursue new business opportunities (projects or annuity maintenance) through networking, prospecting and referrals.
- Qualify leads to ensure they align with company sales/market plan and risk profile.
- Build and maintain relationships with key decision makers and project influencers.
- Attend industry events and conferences to build relationships and generate sales leads.
- Consultative selling – understanding the clients business and projects, use our capabilities to create a value proposition tailored to their needs.
- Schedule client meetings and presentations.
- Manage the sales cycle – lead generation, proposal, presentation, support contract negotiations, client follow-up.
- Work with cross-functional team to support work acquisition; marketing, estimating, risk management, safety, construction and operations.

- Develop persuasive proposals and presentations around client and project needs.
- Keep accurate records of client calls, meetings and project opportunities.
- Perform other duties as assigned.

**Qualifications, Education, Experience, Skills and Abilities:**

- Bachelor's degree in business, marketing, construction management, engineering or any combination of education and professional experience that would meet the responsibilities listed above.
- Minimum of two years of experience in construction/industrial sales or business development.
- Experience in the construction, engineering, or architectural industry is preferred.
- Understanding of construction project delivery methods, contract formats and blueprints.
- Proficiency in Microsoft Word, Excel, Outlook, and PowerPoint. Editing in Adobe or Bluebeam.
- Strong time management, organizational and multi-tasking skills. Ability to meet deadlines.
- Excellent verbal and written communication skills, with ability to connect and engage with potential clients. Comfortable speaking with individuals and in large groups.
- Ability to work both independently and as part of team.
- Strong problem-solving skills, ability to comprehend abstract situations and communicate clearly with the team.

This position is primarily based in our St. Michael, MN office with extensive travel throughout Minneapolis/St. Paul and greater Minnesota (up to 50%) to meet with clients and site visits. Travel expenses are covered and company vehicle to be provided.

***Disclaimer: The duties, responsibilities and activities outlined in this job description are representative of the job but are not all inclusive. Lakehead Constructors, Inc. reserves the right to modify the duties of this position at any time, with or without notice.***

**Reasonable accommodations may be made to enable individuals with disabilities to perform the essential duties and responsibilities of this position. The essential duties and responsibilities of this job may also be modified to provide suitable, gainful employment to individuals who have been released to return to work with temporary or permanent restrictions.**

**Lakehead Constructors, Inc. is an Equal Opportunity Employer**

The base salary range for this position is \$70,000 - \$90,000. The final base salary will be determined by several factors, including skills, education, and experience. Lakehead offers competitive wages and vacation as well as an excellent benefit package including health, dental, vision, life insurance, long-term disability, and retirement.

send resume to Human Resources at  
[careers@lakeheadconstructors.com](mailto:careers@lakeheadconstructors.com)