



Business Development Manager – 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 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 Manager 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 Manager reports to the Vice President – Business Development.

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

- Develop and grow strong relationships with clients, engineers and vendors that support revenue growth and pursuit of market strategies.
- Build the Project Pipeline. Identify and pursue new business opportunities (projects or annuity maintenance) through market research, networking, prospecting and referrals.
- Qualify leads to ensure they align with company sales/market plan and risk profile.
- Foster and maintain relationships with key decision makers and project influencers.
- Attend industry events and conferences to build relationships and generate sales leads.
- Research current industry trends and new project approaches.
- 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.

- Represents Lakehead Constructors in a professional matter with clients, at events, with associations, and in the community.
- 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.
- 5-10+ years of experience in construction/industrial sales or business development.
- Experience in the construction or engineering field with knowledge of heavy industrial, oil & gas, manufacturing, water treatment, power generation and delivery markets is preferred.
- Knowledge of project delivery methods, contract types, 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. Comfort speaking with individuals and in large groups.
- Ability to work both independently and as part of team.
- Strong problem-solving skills, analytical thinking, 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 \$105,000 - \$125,000. 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