



Director of Business Development

Early Stage Construction Software Company

BuildSite designs and develops software for construction professionals. Our mission: to help talented people be more productive, so they can focus on the parts of their job they love to do.

We have recently released [Submittal.com](https://www.submittal.com), software for the construction submittal process. The application, which is patented, enhances quality control, lightens the load on engineers, and connects construction and operations with an indexed project record for facility management. It can create serious value for both GCs and their owner customers.

We are looking for a Director of Business Development. This is a general management position, perfect for a candidate who wants to play a key role in an emerging company.

Role and Responsibilities:

Responsibilities include:

- Play a leading role to develop a set of flagship customers, primarily ENR 400 general contractors: create awareness, identify decision makers, set up pilot projects, and convert trials to paid accounts.
- With customers, refine how Submittal.com solves their problems, fits into their workflows, and helps them serve their own customers.
- Contribute to developing a sales and marketing engine to power the company's growth. This includes augmenting existing CRM and other systems, developing email, web marketing, and other initiatives, and helping to build the organization.

You will focus primarily on business development, but you'll also take part in product development, marketing, and general management.

Candidate Profile

- The mindset of a builder. Knowledge of and enthusiasm for construction and the creation of an enduring company.
- A successful track record, six or more years, in multiple roles including business development and product management. SaaS experience is ideal.
- A knowledge base and, ideally, a set of contacts in the Architecture, Engineering, Construction (AEC) industry. Virtual Design and Construction (VD&C) experience is especially helpful.
- First class verbal, writing, and listening skills.
- Adept at building trust.
- Successful experience in an emerging company with limited resources and management oversight.
- Willingness to travel, post-Covid, up to 30%.
- BA/BS degree in any subject, engineering preferred but not required. Advanced degree is attractive, but not required.

The job is full time; geography is flexible. Compensation would include a monthly salary, benefits, and incentives.

If you're interested and qualified, please get in touch with us. Please send your resume and cover letter to hr@buildsite.com. Please put "Director of Business Development" in the subject line. We look forward to hearing from you!

December 2021