



## **Director of Business Development**

### **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), a patented application centered on construction specifications and drawing schedules. We use them to build a comprehensive project database that contractors can deliver to their owner clients. The software closes an existing gap between construction and facility management, creating serious value for everyone involved.

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 a growing company.

#### **Role and Responsibilities:**

Responsibilities include:

- Play a leading role to develop a set of flagship customers, primarily but not exclusively ENR 400 general contractors: create awareness, identify decision makers, set up pilot projects, and convert trials to paid accounts.
- Build awareness and create relationships with potential influencers and partners, including design firms, building owners, and software companies.
- Contribute to developing a sales and marketing engine to power the company's growth.

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 minimum of six years of business experience, including success in business development and product management. SaaS experience would be ideal.
- A knowledge base and, ideally, a set of contacts in Architecture, Engineering, Construction (AEC) or in facility management. Understanding of Lean Construction and Building Information Modeling (BIM) would be most 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 can be structured as 80% FTE or full time. Geography is flexible. The SF Bay Area is ideal; western U.S. and Northeast could work nicely. Compensation would include 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](mailto:hr@buildsite.com). Please put "Director of Business Development" in the subject line. We look forward to hearing from you!

*May 2022*