



Senior Sales Development Representative

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 to cover the entire construction submittal process. The application, which is patented, works seamlessly from Log through Closeout. Based on conversations with Project Managers, Engineers, and owner's reps, plus our own project experience, we believe the software can create serious value for both GCs and their owner customers.

We are looking for a Senior Sales Development Representative to bring our message to the AGC contractor community. Focus would be on regional contractors, regional offices of ENR 400 companies, and, potentially, interested building owners. The objective would be to create awareness of Submittal.com and its applications, identify decision makers, set up pilot projects, and, ultimately, bring these companies on as paying customers.

This is a mission critical role in an early stage company - you will be a true "renaissance rep." In addition to getting the software in the hands of users, you will want to learn as much as possible about how customers are using the product and what features will make it even more valuable. Your input will inform product development, engineering, and marketing.

This position would be a perfect fit for a person with software sales or product management experience who is looking for a serious new challenge. You will need to be familiar with existing construction software platforms as well as have an in-depth knowledge of the construction project cycle. VD&C exposure would be a major plus. The job is full time; geography is flexible. Compensation would include a monthly salary, benefits, and incentives.

Candidate Profile

- B.A./B.S. in any subject
- 3+ years of relevant work experience.
- Proven ability to creatively and proactively solve customer problems
- Adept at building trust
- Well organized; a self-starter; able to work collaboratively in a small company
- First class verbal, writing, and listening skills.
- The mindset of a builder. Enthusiasm for construction and the creation of an enduring company.
- Willingness to travel, post-Covid, up to 30%.

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

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