

VP, Business Development

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

We will soon release a new version of our SaaS platform, [Submittal.com](https://submittal.com). It addresses the labor intensive construction closeout and turnover process. In doing so, it will add a valuable new connection between construction and real estate, at the intersection of contech and proptech.

The software, which is patented, uses specifications, drawings, and technical documents to put together a comprehensive “as-built” of a structure. At project close, the builder can turn it over to the owner as a project record and for use in facility management. Owners, builders, designers, and suppliers all benefit from it.

We are looking for a business development executive to find the first set of customers for this new release, then grow it from there. This position is perfect for a candidate who wants to play a key role in an emerging company.

Role and Responsibilities:

Responsibilities include:

- Develop a set of flagship customers, large general contractors and building owners: create awareness, identify decision makers, set up pilot projects, and convert trials to paid accounts.
- Create relationships with influencers and partners, including design firms, building owners, and industry software platforms.
- Contribute to developing a sales and marketing strategy to power the company’s growth.

You'll focus primarily on business development, but you'll also take part in product development, marketing, and general management. The job reports to BuildSite's President and Founder.

Candidate Profile

- The mindset of a builder. Enthusiasm for construction and the creation of an enduring company.
- A minimum of six years of experience, including success in an early stage business development role. Product management and SaaS experience would be ideal.
- A knowledge base and, ideally, a set of contacts in Architecture, Engineering, Construction (AEC) or in facility management. Familiarity with Lean Construction and Building Information Modeling (BIM) is a major plus.
- First class verbal, writing, and listening skills.
- Adept at building trust.
- Able to work in an environment with limited resources and management oversight.
- 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. The SF Bay Area is ideal; western U.S., upper Midwest, and Northeast could also work. Compensation, including salary, a benefit contribution, and equity, DOE.

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 "Business Development" in the subject line. We look forward to hearing from you!

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