

Govan Brown is an established leader in the construction management industry specializing in high-profile commercial, retail and hospitality interiors. Our talented team of 185 field and office staff complete \$300+ million per year in projects.

With offices across Canada, our company is growing by leaps and bounds and needs energetic people to grow with us. The work environment is reflective of the fast paced and exciting downtown cities in which we do business.

Govan Brown is proudly recognized as one of Canada's Best Managed Companies.

Visit us at www.govanbrown.com



In a snapshot – a 12+ month contract role

This exciting position will provide you with the opportunity to play a key role in the growth of our business within the vibrant Vancouver market. As Business Development Manager you will promote Govan Brown's construction management services to new and existing clients, landlords and the A&D community.

The opportunity

- Develop and execute a local business development strategy designed to generate new business
- Establish and maintain solid, long-term relationships with existing and potential clients, designers, architects, landlords and third party project management firms.
- Keep abreast of competitive developments, commercial real estate activity and marketplace trends in the high-end interiors industry
- Identify and develop new business leads through direct prospecting, networking at industry events and participation in various industry associations and professional groups
- Maintain an accurate customer relationship management system to effectively track call records, contact lists/targets, business development activity and sales results
- Drive the sales process, including; lead generation, RFP coordination and pre-qualification, presentation of services and value proposition to clients, negotiation of agreement terms and closing the deal. Solicit the support of the Partner(s) of Govan Brown as required
- Follow up with the client through the execution of their project and conduct post mortems upon completion
- Meet with management on a quarterly basis to assess performance against targets, discuss sales leads and activity and set/revise future benchmarks
- Liaise internally with other departments, including the PM group, marketing and with business development partners in our other offices (Toronto, Ottawa, Calgary, Winnipeg, Edmonton)
- Act as an ambassador of Govan Brown by attending relevant industry events that build our profile and brand

Desired talents and experience

- Post-secondary degree/diploma in architecture, design, sales or related field
- Over 5 years of related sales / business development experience
- Demonstrated success building and maintaining long term client relationships
- Knowledge of the interior construction market
- Contacts within the designer, architect and landlord communities
- Self-motivated with a strong desire to succeed in your role
- Tech savvy in Microsoft Office suite and Salesforce software
- Driven, self-motivated with a "get 'er done" attitude



Interested or know someone?

Please send your resume and cover letter to:

Sarah Paul
Vice President of Human Resources
spaul@govanbrown.com

Govan Brown is an equal opportunity employer and we would like to thank all applicants for their interest. Please note that we will only be contacting the candidates under consideration.