

Torcon is currently seeking a Business Development Director to join our Philadelphia/South Jersey area office located in the Philadelphia Navy Yard. Our CM/GC practice includes over 230 professionals with diverse backgrounds and is recognized as a Northeast region leader in construction of healthcare, higher education, pharmaceutical and corporate projects. This position is for an outside person with an existing network of industry relationships.

Working closely with the SVP, Project Executive and Preconstruction Director, the Business Development Director will maintain and grow a project opportunity pipeline for related projects, and existing client relationships.

Candidates should have recent, relevant experience in business development pursuits, and client relationship management. Independent and strong time management, organizational, and interpersonal skills are critical to this role.

### **Responsibilities include, but are not limited to**

- Researching new business prospects and tracking leads.
- Identifying target markets and clients in alignment with the firm's strategic plan.
- Coordinating the go/no-go decision-making process and providing overviews of each opportunity.
- Helping cultivate relationships with potential clients.
- Developing and maintaining contacts with architectural, engineering, and owner's rep' consultants.
- Tracking and reporting business development activity.
- Aligning colleagues' ongoing publicity and proposal efforts with networking opportunities.
- Supporting project proposals and interviews when needed. Proposals and presentations are prepared by the marketing department.
- Position proposal teams for success by providing critical insight and perspective regarding client's focus, needs, drivers, concerns, potential value-add etc.
- Work to proactively identify and position Torcon for upcoming projects and opportunities.
- Support and foster business objectives and key results.
- Provide direction and leadership for furthering Torcon's position in the industry through industry events, conferences, and contacts.

### **Qualifications**

Candidates must have a basic understanding of the Construction Management/ General Contracting Industry. Other qualifications include:

- Minimum of at least ten years of relevant construction, architecture, engineering business development and client relationship management experience
- Experience in targeting and cultivating leads for CM/GC services.
- Outstanding people skills with professional appearance, passion for the industry, receptive personality, and presence.

## **Submission Requirements**

Interested applicants must submit the following to [careers.torcon.com](https://careers.torcon.com)

1. cover letter indicating your interest in the position.
2. a current resume including references.

The position reports to the Senior Vice President. Salary is commensurate with professional experience, education level, and demonstrated knowledge. A full benefits package including medical, prescription, dental, vision, and life will be offered.

Torcon is a leading US-based construction management organization offering construction management, general contracting, and design/build services to major corporate clients, leading institutions and select public agencies. The company supports clients and their projects throughout the northeast and middle-Atlantic states from our headquarters in Red Bank, New Jersey, and a full-service operations office in Philadelphia.

We are committed to providing equal opportunity for all employees and applicants without regard to their race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity, gender expression, marital status, citizenship, veteran status, and any other characteristic protected by applicable law.