Vice President of Sales & Business Development

About the Company

A highly respected, family-owned specialty construction firm with a long and successful history is seeking a Vice President of Sales & Business Development. Headquartered in the Atlanta area, the company has grown into a leading regional organization with operations across multiple states.

As the company continues to scale, ownership is strengthening its leadership and infrastructure while preserving the entrepreneurial spirit, family-oriented values and strong culture that have contributed to its success.

Position Overview

The Vice President of Sales & Business Development will lead a companywide strategy for generating new business, expanding client relationships and supporting growth across the company's markets and operating groups.

This individual will bring structure and accountability to the sales process. Working closely with leaders across approximately 10 operating groups, the VP will identify target clients, strengthen market coverage and ensure opportunities are pursued through all relevant channels. The successful candidate will understand business development within the construction industry and have experience building relationships with general contractors, owners, developers and other industry partners.

Key Responsibilities

- Develop and execute a companywide sales and business development strategy aligned with growth and profitability objectives.
- Establish a consistent sales process, meeting cadence, performance goals and reporting standards across markets and operating groups.
- Lead regular sales meetings for prospecting, relationship development and follow-up.
- Work with leaders across approximately 10 operating groups to coordinate business development activities and market coverage.
- Identify target clients, projects, markets and strategic relationships that align with the company's capabilities.
- Implement and manage a CRM system to track prospects, relationships, opportunities and results.
- Maintain an accurate sales pipeline and provide leadership with meaningful forecasts and performance reporting.
- Partner with operations and estimating teams to qualify opportunities and prioritize work based on capabilities, resources and profitability.
- Support client presentations, interviews, proposals and other business development activities.
- Represent the company at industry events, trade associations, career fairs and community functions.
- Evaluate results by market, service line and business source, adjusting the strategy as needed.
- Promote a culture in which business development is a coordinated responsibility across the organization.

Qualifications

- Significant sales or business development leadership experience within construction or a closely related industry.
- Strong understanding of how specialty contractors identify, pursue and secure profitable work.
- Demonstrated success building sales strategies, pipelines and client relationships.
- Experience coordinating business development across multiple divisions, markets or locations.
- Ability to establish effective processes, expectations and accountability.
- Experience implementing or optimizing CRM systems and sales reporting.
- Ability to evaluate opportunities in partnership with operations and estimating teams.
- Established construction industry relationships strongly preferred.
- Restoration, specialty contracting or self-performing construction experience is beneficial.
- Bachelor's degree in business, marketing, construction management or a related field preferred.