



Opportunity:
Business Development Director

Prepared by

Tapestry Talent, Search & Consulting

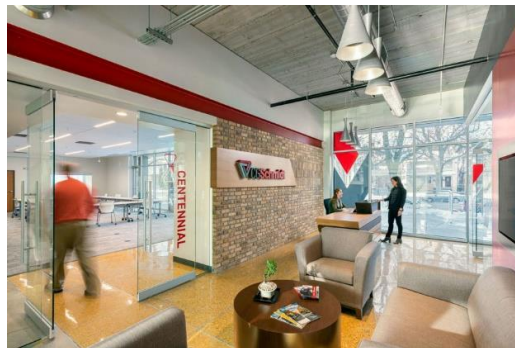
February 21, 2024

To Apply: <http://tinyurl.com/BDCGSchmidt>



About CG Schmidt

CG Schmidt, headquartered in Milwaukee, WI, is a family-owned construction company that has been building exceptional buildings that improve the lives of others for over 103 years. Many of the most recognizable buildings in Wisconsin were built by CG Schmidt, with a reputation for tackling challenging projects with innovative thinking. Projects include the Northwestern Mutual Tower & Commons, Froedtert Hospital expansions, and the Milwaukee Art Museum Calatrava addition in Milwaukee; Dane County projects include the St. Paul University Catholic Center, Godfrey & Kahn-Madison, the Madison Youth Arts Center, Spectrum Brands Corporate Headquarters, and many new and renovated school buildings throughout the region, including K-12 school districts and UW-Madison's Union South. CG Schmidt services include preconstruction, construction, special projects, education master planning and virtual design & construction. The CG Schmidt family takes corporate responsibility seriously, with diversity & inclusion, community engagement, and sustainable construction at the core of all their work and interactions with clients and community.



About the Opportunity

The Business Development Director leads and directs the business development efforts of CG Schmidt in the Greater Madison region. As the representative of CG Schmidt in Madison, this role ensures that CG Schmidt is strategically positioned to be awarded new commercial building work, presenting a positive company image in the community, and bringing in opportunities that align with growth goals. Business Development in Madison is focused in the sectors of community, corporate, hospitality, industrial, multi-family, religious, and senior living. Reporting to the Senior Vice President of Business Development & Client Services, this person will manage relationships with both existing clients and new prospects to secure work. The Business Development Manager will deliver exceptional quality, good communication, and timeliness, ensuring clients have a positive experience with CG Schmidt. With a long sales cycle, this person must be self-motivated, positive, and able to celebrate the small wins along the way to the big ones. They will join a high-integrity work environment with 35 people in the Madison office who work collaboratively and with a sense of urgency. This role will be supported by a marketing team to help respond to RFPs, and highly experienced project managers. There will be occasional travel to the company headquarters in Milwaukee or to visit clients beyond Dane County. Compensation is in the range of \$110,000-\$120,000 with bonus potential. This role enjoys excellent benefits, including health care, 401K with a match, four weeks of vacation, short term disability, long term disability, life insurance, dental, health, vision, a wellness program and tuition reimbursement for professional development. For more information about CG Schmidt in Madison: [Madison History - CG Schmidt](#)

Job Responsibilities

- Identifies and develops potential work opportunities from current clients, referral leads, cold calls, and other sources.
- Assists in the development and implementation of the strategic sales plan and the department budget.
- Effectively utilizes CRM software to track and manage prospects and clients.
- Develops and maintains relationships with existing and potential clients/owners.
- Develops and maintains a strong industry network; participates actively in industry and civic organizations to promote corporate citizenship.
- Uses contacts and experience to identify and source local partners to create opportunities to successfully win strategic projects.
- Resolves problems with clients, monitors customer satisfaction.
- Prepares, reports, and takes accountability for forecasted new work.
- Identifies new methodologies, technologies, and trends in the construction industry to keep CG Schmidt competitive in the marketplace.
- Assists in developing and improving the effectiveness of business development and RFP procedures.
- Ensures CG Schmidt is a recognized name, held in high regard, in the industry and the community.
- Performs additional assignments as directed by the Senior Vice President.

Desired Skills and Experience

- Minimum of 5 years of Business Development experience.
- Three to five years of A/E/C industry experience, preferred.
- Demonstrated ability to think ahead and plan over a two-to three-year time span to meet sales goals.
- Excellent communications skills (both verbal and written), with a genuine interest in other people and the communities in which CG Schmidt builds.
- Ability to organize and manage multiple priorities.
- Exceptional organizational skills for managing workflow, processes, and people.
- Strong customer service orientation.
- High energy level with a desire to produce work which is exceptional and adds positively to the community.
- Intermediate computer skills.
- Ability to establish and maintain effective relationships with a wide cross section of individuals.
- Moral and ethical behavior in all business and personal activities, exemplifying the mission and values of CG Schmidt.

To Apply

CG Schmidt has retained Tapestry Talent, Search & Consulting to conduct the search for the next Business Development Director. Applicants will be accepted on an ongoing basis until the position is filled.

Jennifer Winding

Tapestry Talent, Search + Consulting:

jennifer@tapestrytalent.co (.co, not .com)

608-556-3315

or go to: [LIVE LINK HERE](#)

CG Schmidt is an Equal Opportunity/Affirmative Action Employer, with a policy to select, train and promote the best candidate for each job regardless of age, race, religion, color, handicap, sex, physical condition, developmental disability, sexual orientation, or national origin.

