

Dialectic is looking for a **Client Service / Business Development Specialist** to join our team in developing new accounts in the mechanical, electrical, plumbing (MEP) arena in the Austin, Texas market. We are looking for someone who is excellent in building client relationships, has proven business development skills and extensive knowledge of MEP opportunities in the area. The right candidate will have established client contacts in region and enjoys winning new business.

**Responsibilities:**

- Promotes/sells/secures/maintains projects from existing and prospective clients through a relationship-based approach
- Increase profitability by achieving sales goals and managing client expectations by providing solutions, guidance, and market expertise
- Devote time at customer sites generating account growth with planned quality meetings as well as prospecting to develop new business
- Coordinate contacts between our teams and proposed clients with face-to-face meetings
- Coordinate sales efforts with marketing, project management, accounting and technical service groups
- Prepare presentations to communicate new developments/offerings/techniques... to clients
- Manage new client implementation by serving as the client advocate and providing a seamless transition of customer responsibility to the Account or Project Manager
- Assist other sales and services resources and assist in interoffice objectives by sharing experiences and knowledge with the rest of the team to create a collaborative culture
- Must be familiar with other disciplines related to business, such as finance, P&L management, marketing, sales and planning
- Site survey for potential and secured project locations within the Austin, Texas market
- As the office location grows, recruit, interview, hire and manage additional office employees
- Work with executive team to establish local office budget and manage expenditures accordingly
- Responsible for setting and achieving quarterly sales goals
- Work with Business Development team to establish project proposals and contracts

**Position Requirements:**

- Bachelor degree in engineering, construction science, architectural or related field
- Minimum five (5) years client and business development experience with working knowledge of AE, engineering, procurement, and construction business
- Highly motivated, resilient with a proven track record of achievements in Austin area
- Comfortable working with a team, contributing to its overall success and desire to be at the top

**Travel**

- Yes, up to 25%