

DIRECTOR OF AUSTIN OPERATIONS POSITION – MAY 1, 2018

Dialectic is looking for a **Director of Austin Operations** to join our team to develop new accounts in the mechanical, electrical, plumbing arena in the Austin, Texas market.

We are looking for someone who has excellent business development skills. The right candidate will be professional, determined, motivated and not afraid to work hard. We want someone who enjoys winning new business.

Key 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 to establish project proposals and contracts

Desired Skills and Experience

- Working knowledge of engineering, procurement, and construction business
- Minimum five years business development experience
- Bachelor degree in engineering, science, business, architectural or related field
- Strong communication skills with the ability to build relationships with clients
- Highly motivated, resilient with a proven track record of achievements
- Comfortable working with a team and contributing to its overall success
- Desire to be at the top

Travel

- Yes, up to 25%