



1772 Double Q Road, Green Bay, WI 54311
920-393-3795
absoluteconcretellc.com

Business Development Specialist
Southern Wisconsin & Northern Illinois

Absolute Concrete LLC is a leading provider of high-quality concrete construction services. With a reputation for excellence and a commitment to delivering projects on time and within budget, we are seeking a dedicated Business Development professional to join our team.

Job Description:

We are seeking a dedicated Business Development professional to join our team in Southern Wisconsin. The primary goal of this role is to generate new business opportunities and foster relationships with contractors, developers, and business owners within your assigned territory. This position is pivotal in driving Absolute Concrete's growth strategy.

Key Responsibilities:

- Understanding Absolute Concrete's capabilities with equipment, personnel, technology and core values.
- Call on and arrange meetings with General Contractors, Developers and Business owners. The goal will be to instigate bid opportunities for Absolute Concrete. Daily communication and support between Absolute leadership team to be expected. Key contacts within prospects will be Project Managers, Estimators and Marketing/Business development personnel.
- Identify risks with potential clients and identifying if potential lead matches Absolute's core values.
- Promoting and understanding Absolute's company culture and core values.
- Attending networking events to completely understand business climate and potential shifts.
- Networking with industry suppliers and other subcontractors for potential project leads and opportunities.
- Attending trade shows which will promote Absolute Concrete and generate exposure to enhance company growth.
- Reviewing/Managing municipalities plan commissions agendas and minutes for potential leads. Candidate to be educated on process.
- Identifying potential parking lot and paving prospects by in person examination or by internal leads. Aggressively seek out decision makers (Facility Directors, Facilities Managers, Maintenance personnel, Property Managers and other leadership) to promote concrete paving with Absolute's 3D laser screeds. Expectations would be to call on 10-15 potential clients per week. (Candidate to be educated on benefits of concrete parking lots and overlays)



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Qualifications:

- 3 – 5 years of proven experience in commercial construction business development, sales, or a related field.
- Experience in the concrete industry is essential.
- Excellent self-management skills, as this is a hybrid-mobile position.
- Strong communication and interpersonal skills.
- Ability to work independently while receiving internal support from the VP and President.

Benefits

- Paid time off – including holidays and paid vacation
- Employee discounts
- On the job training and certifications
- Flexible Schedules
- Above industry standard pay
- Per diem
- Health, Dental, Vision and Accident Insurance
- 401K with company match

Absolute Concrete is dedicated to fostering workplace diversity and promoting equal opportunity employment. We welcome and consider all applicants without discrimination based on race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, or any other legally protected characteristics. As an Equal Opportunity and Affirmative Action employer, we are committed to creating an inclusive environment where everyone has the opportunity to thrive.

If you're a top-quality, hardworking and passionate person, apply today by filling out the application form at www.absoluteconcretellc.com/absolute-concrete-careers or submit your resume to HR@absoluteconcretellc.com.