



Job title	<i>Business Development Manager</i>
Reports to	<i>Director of Business Development & SiteLine Manager</i>

Job Purpose

The Business Development Manager is responsible for generating new business and expanding SiteLine Services' market presence across all service lines —This role focuses on identifying new opportunities, managing client relationships, and ensuring customer satisfaction through effective communication, collaboration, and follow-through. The individual in this position will play a critical role in driving revenue growth, building long-term partnerships, and representing SiteLine's commitment to integrity, reliability, and service excellence.

Duties and Responsibilities

Duties and responsibilities include but are not limited to:

- Develop and maintain relationships with new and existing clients to promote SiteLine's services.
- Identify and pursue new business opportunities through prospecting, networking, and participation in industry events.
- Prepare and deliver presentations, proposals, and service quotes to potential clients.
- Collaborate with internal teams, including estimating, operations, and marketing, to ensure proposals align with client needs and company objectives.
- Manage the full sales process from lead generation through contract negotiation and close.
- Conduct regular market research to identify new trends, service opportunities, and competitive insights.
- Track client activity, opportunities, and performance metrics.
- Represent SiteLine Services at industry events, trade shows, and community functions to build brand visibility and foster professional relationships.
- Provide accurate, timely reporting on sales performance, pipeline updates, and client feedback.
- Support continuous improvement efforts by gathering and relaying client insights to operations and leadership teams.
- Perform other duties as assigned.

Qualifications

Qualifications include:

- 3–5 years of experience in business development, B2B, or industrial/construction sales.
- Proven record of meeting or exceeding sales goals.
- Excellent communication, negotiation, and relationship-building skills.
- Strong organizational skills and attention to detail.
- Proficiency with Microsoft Office and CRM systems.
- Ability to work independently and manage multiple projects simultaneously.
- Willingness to travel regionally (up to 50%).
- Valid driver's license required.



Preferred Qualifications:

- Bachelor's degree in Business, Marketing, Engineering, Construction Management, or a related field.
- Knowledge of site services, environmental operations, or construction industry best practices.
- Existing network of industry contacts in the Texas region.

Working Conditions

The Business Development Manager will work in both office and field environments, engaging with clients and visiting job sites as needed. Conditions may include:

- Exposure to outdoor weather conditions, including heat, cold, and humidity.
- Occasional visits to active construction or industrial sites.
- Travel for meetings, conferences, and client site visits.
- Must wear appropriate PPE when visiting job sites (steel-toed boots, vest, and hard hat).