



Business Developer Sales Representative

Job Description

Structura View is seeking to hire a full-time business development and sales representative for the Florida market. This position entails building relationships with new customers introducing our ability to provide them with low sloped commercial roof moisture scans, routine inspections, design, quality control and other building enclosure consulting services. Having sales, estimating or business development experience in commercial roofing or building enclosure consulting is desired.

Primary Responsibilities

- Develop a strategy to cultivate new business.
- Participate in industry events, conferences, and networking opportunities to promote the company and establish working relationships.
- Foster relationships with key stakeholders, teammates, decision-makers, and potential clients within the commercial roofing, commercial roof product manufacturing, building enclosure consulting, architectural, commercial property ownership and commercial property management industries.
- Create and maintain a pipeline of new business opportunities to hit company growth targets.
- Collaborate with internal teams to implement effective marketing strategies to target markets.
- Stay updated on industry trends, competitor activities, and market conditions to identify growth opportunities.

Requirements

- Bachelor's degree preferred, High School Diploma required.
- Excellent customer relation skills.
- Strong organizational skills.
- Prior business development/sales experience preferably in commercial roofing or building enclosure consulting.
- Strong public speaking skills.
- Self-driven/ self-starting.
- Willing to travel, at times on short notice.
- Willingness to learn.
- Ability to use a standard desktop or laptop computer and related programs, Microsoft Office, platform, as well as ability to effectively research and navigate the internet.
- Valid driver's license.

Structura View is a growing organization offering a competitive salary and benefits for individuals looking for an opportunity to grow their career in the commercial roofing industry. Our mission is to deploy the latest in today's technology to help commercial building owners and other industry professionals perform accurate and comprehensive moisture assessments, provide advice on how they should remediate problems found and help to ensure they get the highest quality product.

Job Type: Full-time

Benefits:

- Health insurance
- Paid time off

Work Location:

- Home Office is in Lakeland, FL. Position is remote with a working territory throughout Florida.

Application Instructions

- Email your CV and salary/ benefits requirements to jeff@structuraview.com.