



To further build and develop our client portfolio, AWC Construction Services is looking for an

## Business Development & Account Manager

for our *Charlotte, NC* office. Business Development & Account Managers are responsible for identifying new opportunities, winning new business, as well as maintaining their own client relationship portfolio and client accounts. Business Development & Account Managers work closely with our construction designers and project managers, as well as our installation/construction crews to deliver superior solutions and services for our interior construction clients. Responsibilities and skillset requirements include:

- Identification of potential new clients and projects in the Charlotte and South Carolina market. Market territory includes Charlotte, Western North Carolina, and South Carolina;
- Organizes and executes client presentations, sales visits/calls, and similar events to promote interior construction offerings and solutions;
- Pursue business opportunities and close business per annually defined performance goals;
- Calls on General Contractors, A&D firms, real estate brokers, developers, and end users to develop a stable and diversified client portfolio;
- Consult and advise existing clients on best practices for interior construction;
- Works closely designers to develop solution quotes, plans and designs, construction drawings, and solution orders;
- Works closely with project managers to successfully deliver projects, execute change orders, mitigate deficiencies, and resolve punch items;
- Works closely with solutions' market representatives to coordinate business development efforts, support, as well as learning/development in market territory;
- Understands the full breadth of AWC Construction Services' product offerings as well as building codes and ADA requirements;

### Minimum Requirements:

- A Bachelor's degree in engineering, architecture, or other construction related field;
- Must have 4 or more years of experience in construction related business development;
- Highly organized individual with the ability to work on multiple high-complexity projects simultaneously;
- Strong work ethic and client focus.

AWC Construction Services offers attractive, market competitive compensation packages and benefits.

**About AWC Construction Services:** As a division of Alfred Williams & Company, AWC Construction Services was established to promote the company's interior construction service offerings and is one of only two exclusive distribution partners for DIRT Environmental Solutions in North Carolina and South Carolina. Please visit [www.awc-cs.com](http://www.awc-cs.com) for more information.

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