



AWC Construction Services –

Business Development & Account Manager, Construction

Nashville, Tennessee



About AWC Construction Services and DIRTT

AWC Construction Services is the *construction division* of Alfred Williams & Company and we offer *manufactured interior construction solutions* to our clients in healthcare, education, government, and commercial office space.

Why we do what we do

The construction industry is facing several challenges putting a strain on our economy, environment, and communities. Keeping up with demand in high-quality spaces led to significant price increases and disruptions for our clients, as well as to a rising toll on the environment and our communities through noise and excess waste. **While we are challenged with increasing demand, resources – both environmentally and monetary – are getting smaller and smaller.**

AWC Construction Services wants to provide the best possible solution for their client, and with our strong partnership with DIRTT Environmental Solution, we can do just that: offer **an alternative approach to building out a space, without falling into common construction traps of uncertain outcomes, excess waste, and budget overages.**

In short, AWC Construction Services and DIRTT exist to help our clients build their spaces in a more sustainable, cost effective, and faster way. Here's how we do it:

Using Technology to drive Construction

Technology has gotten hold of and positively impacted all aspects of our lives. Electric cars, smart phones, or smart home applications – all things we adopted to increase convenience, accuracy, and usability. Not so in construction – for decades, we have built out our spaces the exact same way. **DIRTT has changes this with a revolutionary approach: putting technology at the center of construction.**

With their patented software, ICE, DIRTT combines construction design, pricing, logistics, and manufacturing into one single platform. **The software allows accurate designs like any sophisticated architectural application, it communicates with the manufacturing floor, compiles the pricing based on real-time data, and eliminates waste, accurately calculating raw materials necessary for the job.** Imagine an architect picking up the phone and telling a carpenter exactly what pieces they will need on the job site – that's what ICE is doing with the click of a button. The "carpenter" in our case is a number of modern high-tech factories strategically placed across the US to decrease lead times for our clients.

Find more information about AWC Construction Services under www.awc-cs.com or check out the video here: <https://www.youtube.com/watch?v=YIJeLeL-nOk>

DIRTT In Education



DIRTT's custom graphics and embedded technology transformed a NC county's Central Elementary School Library into an interactive place for children to learn, explore, and grow. Project completed by AWC Construction Services in 2017.



DIRTT's embedded technology were the perfect fit for a large public university, looking for a way to add high-end fit and finish to their President's Suite of the football stadium – with a timely delivery for the season opener!

Project completed by AWC Construction Services in 2017.



Be a part of one of the most dynamic construction environments in the US!

AWC Construction Services operates in an extremely dynamic environment – on many levels. Here are a few examples:

Our market reach: AWC Construction Services is the exclusive DIRTT Partner for North and South Carolina as well as Nashville, TN. Headquartered in Raleigh and with locations in Greensboro, Charlotte, Greenville, Columbia, Charleston, and Nashville, we service some of the most dynamic and fastest growing metro areas in the country, including market areas with nationwide recognition as some of the best places to live and work.

Our growth rate: thanks to our growing market, AWC Construction Services is experiencing steady growth. All our verticals (healthcare, education, government, and commercial) maintain high demand for our services and as construction schedules are compressed and budgets get tighter, the market's willingness to explore DIRTT as an alternative to conventional construction increases.

A revolutionary approach: for us at AWC Construction Services, there is no doubt that building with DIRTT is the future of interior construction. It is on us to convince clients and industry partners alike that the new, technology-based way will not only produce better outcomes, it will also empower a better process. Increasing DIRTT's reach into previously uncharted territory make the new approach more impactful, and there is no year without significant innovations from DIRTT's side. A few recent examples are DIRTT's initiative to break into large timber construction (2015/2016) and the addition of Passive Optical Network (PON) technology in 2017/2018.

A high energy team: AWC Construction Services' team is a close-knit unit of professionals with a mission to make something happen! We thrive on the challenges that our industry throws our way – hard deadlines, challenging roadblocks, and high expectations bring out the best in us as we find ways to better serve our clients and industry partners!

DIRTT In Commercial



DIRTT's custom graphics are the focal point of this Executive Search company in Raleigh. Project completed by AWC Construction Services in 2017.



DIRTT was the only manufactured interior construction solution for this client, trying to perfectly match finish selections of their built environments. Project completed by AWC Construction Services in 2018.



The Position of Construction Business Development & Account Manager

The position of Construction Business Development & Account Manager (BDAM) is vital to the success of our business. Generating new business and maintaining and improving client relationships are at the core of our business success and is a pre-requisite for AWC Construction Services' growth. In their role, our BDAMs identify new targets, start and develop customer relationships, create new opportunities, and are the face and point of contact for our clients as well as industry partners like architects and designers, general contractors, developers, and end users.

In addition of developing new business and expanding existing opportunities, our BDAMs are informal leaders of the construction teams, working closely with our design and project management resources to make sure that project deliverables are submitted on time and our team resources are properly deployed. BDAMs are also working closely with our partner DIRTT to identify and eliminate roadblocks, create and implement market development plans, and provide accurate manufacturing forecasting and reports.

The territorial responsibility of this roles is Nashville, TN

Specific Responsibilities:

Teamwork and General Responsibilities

- Participate in team and construction meetings and report on business development activities;
- Establish and maintain relationships to AWC Construction Services' vendors in manufactured (pre-fab) interior construction solutions, provide frequent and constant updates and forecasts to ensure smooth manufacturing/project delivery;
- Understands the full breadth of AWC Construction Services' product offerings as well as building codes, OSHA regulations, and ADA requirements;
- Work closely with Alfred Williams & Company's furniture account manager to share leads, projects, contacts, etc.;
- Conceptualize and execute training exercises to educate furniture account managers about the benefits of manufactured interior construction and capabilities of DIRTT.

Early project Phases (design & sales)

- Work with our partners at DIRTT to develop and execute a market strategy. Identify targets with distinct needs of manufactured interior construction and establish relationships;
- Educate the marketplace about service offerings of AWC Construction Services and DIRTT. Educate decision-makers from various stakeholders on the possibilities and advantages of building with DIRTT;



- Organize and execute client presentations, sales visits/calls, and similar events to promote AWC Construction Services and DIRTT;
- With keen knowledge of AWC Construction Services abilities and offerings, help clients to develop project scope and timelines;
- Collaborate with the construction designers throughout the design process by accurately relaying project scope and applications, frequent check-ins, and adequate expectation setting with the client;
- Develop pricing documents with construction designer and project manager input, present pricing to client and explain various aspect of manufactured interior construction pricing;

Project Execution and Delivery

- Work closely with project managers to successfully deliver projects, execute change orders, mitigate issues/deficiencies, and resolve punch items;

Post-Project Activities

- Conduct thorough follow-up activities to ensure continued and repeat business

Job Requirements

- A 4-year college degree or similar education;
- Highly organized individual with the ability to work on multiple high-complexity projects simultaneously;
- At least 3 years of construction related business development or sales experience
- Strong work ethic with the ability to work the occasional late hour and travel within the Carolinas for work
- Excellent team player and communicator

AWC Construction Services Benefits and Other Information

As part of Alfred Williams & Company, AWC Construction Services offers competitive benefits to all salaried employees. Benefits include company sponsored healthcare coverage with a number of elective choices, a 401(k) plan with company matching, competitive time off (with seniority bonuses), and participation in the company's incentive payout plan.

The location of this position is Nashville, Tennessee and the expectation is to cover our territory in the larger Nashville Metro area. Availability to travel and occasional weekend work are expected.

For questions or applications, please contact Debbie Alcaraz (dalcaraz@alfredwilliams.com) or Nicholas Hofer (nhofer@awc-cs.com).