

Business Development Manager

Cawley Architects, a 30+ year highly distinguished Architectural firm in Phoenix, AZ. We have varied expertise in multiple sectors, including commercial/retail, industrial, manufacturing, distribution, office, healthcare, multi-family, aviation, and/or educational market-sectors. We pride ourselves on delivering innovative and sustainable design solutions that meet our clients' needs.

We are looking for a talented dynamic and driven Business Development Manager to join our team. This role will focus on collaborating with architects and design teams to understand project requirements and align business strategies. Identifying and developing new business opportunities, building strong client relationships, coordinating marketing efforts, contributing to proposal development, and driving revenue growth for the company.

Essential Responsibilities and Qualifications:

- Bachelor's degree in Business, Communications, Architecture, or a related field.
- The ideal candidate will have a background in Architecture, Construction or related fields and proven experience and success in business development, sales, or a similar role.
- They will identify and pursue new business opportunities within the architecture and construction industry. Developing and implementing strategic plans to achieve revenue targets.
- Build and maintain strong relationships with clients, partners, and stakeholders. Then coordinate marketing efforts and contribute to proposal development, ensuring alignment with company goals and client needs.
- Proficiency in utilizing CRM software to manage client relationships, track leads and analyzing sales performance. Proficiency in CoStar is a plus.
- Attend industry events, networking functions, and meetings to promote the company's services.
- Strong calculated planning skills to develop long-term growth strategies.
- Excellent communication, negotiation and interpersonal skills with an ability to work independently and as part of a team.

Qualified applicants please send resume and samples of work and/or portfolio to Robert Erickson @ roberte@cawleyarchitects.com.