

Hillhouse Construction is currently looking for candidates to fill the position of:

## MARKETING & BUSINESS DEVELOPMENT MANAGER

Become a member of a **dynamic, award-winning, industry-leading commercial general contractor**, building highly sustainable green building projects, state-of-the-art scientific facilities, and high-profile corporate offices. Long-term career opportunities exist for a Project Engineer with strong organization and communication skills. Be a valuable part of our growing team!

### **DUTIES & RESPONSIBILITIES:** (not limited to)

- Cultivate an opportunity pipeline of new customers by developing and maintaining relationships with all levels of key customers
- Work towards the company's desired market share
- Leading the business development efforts
- Soliciting new clientele
- Attending and Planning industry functions to represent our company
- Assisting with preparing and presenting RFPs, etc.

### **QUALIFICATIONS:**

- At least a bachelor degree
- 5+ years of business development experience
- Industry knowledge
- Have good relationships with existing owners, architects, CMs, property managers, subs, etc.
- Demonstrated experience prospecting, closing, and building long-term relationships
- Team-oriented and has strong interpersonal and communication skills
- Strong computer skills; MS Outlook, MS Word, Excel, In-Design, Salesforce
- Excellent oral and written communication skills
- Sharp problem-solving skills
- Proactive/ Time management skills
- Heavy organizational skills
- Professional Demeanor

### **BENEFITS:**

Competitive base salaries, end-of-year bonuses, health and welfare benefits, and extra perks. Our benefits are designed to promote the immediate and long-term health and success of you and your family. We constantly review and improve our benefits programs to stay at the forefront of Bay Area companies. Along

with a great company culture and an in-house gym, we offer comprehensive and balanced benefits that include:

**Medical - Hillhouse Construction currently offers two options**

- Anthem Blue Cross Gold PPO 500. We cover 100% of your contribution and 50% of your spouse/child(ren)/dependent(s) contribution
- Kaiser HMO Platinum. We cover 100% of the contribution for you and your spouse/child(ren)/dependent(s)

**Dental**

- Unum Dental. We cover 100% of the contribution for you and your spouse/child(ren)/dependent(s)

**Disability/Life**

- Short Term Disability – for those working 30+ hrs/week. Benefit percentage 60%. Max weekly benefit is \$2,309. Minimum weekly benefit is 10% of your weekly total disability benefit
- Long Term Disability – for those working 30+ hrs/week. Benefit percentage 60%. Max monthly benefit is \$10,000. Minimum monthly benefit is \$100 or 10% of the insured employees benefit, whichever is greater
- Life/AD&D – Personal Life Benefit Amount is \$50,000, AD&D Principal Sum is \$50,000

**Financial Wellness**

BrightPlan – for your financial wellness and security. Meet with an advisor or view and make changes online, master your money, get investment advice, plan your future at no cost to you.