



About **elements**:

We are placemakers. Be part of a passionate team that creates places that inspire and energize our clients. Headquartered in Denver, Colorado in the RiNo district and named as one of the “Top Places to Work” by the Denver Post. Our culture goes beyond the physical space. We believe in the power of community, with guiding principles and core values that provide us the mindset to drive our behaviors when executing strategic and operational plans for our clients.

Job Summary

This position will have direct accountability for Business Development activities, revenue, and estimating that contribute to the profitability of the Manufactured Construction Studio at **elements**. This position will have assigned key audience contacts, vertical market segments, and be responsible for coordinating bidding opportunities for the MC studio.

Individual will be responsible for driving project strategy, taking a forward-thinking initiative in project qualifications, selling strategy, and assisting the internal team throughout the process. Individual must be able to complete manufacturer’s training to understand the product solution and positioning within the holistic construction process. This role is a combination of sales and estimating and will require both skillsets in order to be more successful. This individual will also be responsible for understanding the entirety of **elements**’ portfolio of offerings, and work in tandem with other studios in selling and identifying opportunities.

Performance will be measured in the success of training, weekly sales metrics, responsiveness and communication, and overall demeanor. Positive attitude is a must and key for cultural fit within the MC Studio and overall company. This individual will report to the Business Development Manager and provide weekly updates on their activity to measure the above results.

This position is a unique combination of business development and estimating efforts. The ability to understand budgeting and product details are a key aspect to gaining credibility within clients and key audiences.

Essential Functions

- Monitor, track, and respond to invitations to bid (ITB’s) that come through a variety of channels such as isqft, Building Connected, and RFP channels (owners reps, brokers, A&D firms, etc.)
- Learn and become fluent in estimating software platform such as Proest, including the transfer and integration of data from Proest to our project management software, Procore.



- Manage bid calendar to ensure all deadlines, due dates, and times are tracked and met. Includes identifying and qualifying all general contractors bidding a project.
- Proactively connect and develop relationships with estimating/preconstruction teams at general contractor level to qualify scopes, details, deadlines.
- Complete manufacturer's training to holistically understand both the product and process from order entry to installation.
- Protect company sensitive information internally and externally.
- Develop individual personal network within vertical market and geographic areas of focus. These relationships will consist of real estate brokers, project managers, architects, designers, and general contractors who have direct influence in lead generation, qualification, and project development.
- Continual responsibility for the management and accuracy of the elements BD prospect list.
- Research prospective client's core business to completely understand prospect and market factors that impact prospect's business.
- Consistently utilize our CRM to ensure accuracy of key audience, prospect and client database for strategic marketing and project development.
- Learn and actively contribute to strategic worksheets within applicable new business project opportunities.
- Become involved in industry associations and groups which align with creating relationships to assist in new business opportunities.
- Present products and services through Discovery Center tours, at architectural and design firms, and other key audience office locations.
- Make persuasive presentations to potential customers on **elements** Manufactured Construction solutions.
- Demonstrate the ability to effectively position key manufacturer partners (i.e., DIRTT) in different ways as it relates to various clientele and key audiences (architects, designers, general contractors, subcontractors, project managers, property managers, and brokers)
- Educate architecture, design, and engineering firms on how to specify key manufacturer partners (i.e., DIRTT) and represent their drawings to reflect a different method of construction.
- Prepare and actively contribute to the Go/No Go criteria for new opportunities with internal preconstruction team in order to properly qualify and allocate necessary resources internally.
- Develop an understanding of DIRTT's business capabilities which includes but is not limited to sales, design, project management, pricing, outside vendor/manufacturing partner relationships, production, and execution in order to become effective in this business development role that sets the team up for success.
- Work in collaboration on sales strategies with marketing, account executives, comprehensive business develop team, leadership, and other studios through project award.



Environment

- This position will entail traveling to **elements**, key audience locations, client meetings, and jobsites. Includes opportunities to travel to manufacturer locations and industry events out of market.
- Include tasks like lifting materials, samples, etc.

This position is: Full-Time/Exempt

Salary Range:

- \$55,000-\$70,000 annual base salary with additional commission structure (based on experience)

Experience/Requirements:

- Must be able to read construction documents; including but not limited to, floor plans, reflected ceiling plans, elevations, specifications, and construction schedules.
- Must have strong basic math skills for use in estimating process, including converting feet to inches, calculating square feet, figuring cost versus price dollar amounts, and assessing Gross Profit on a project-by-project basis.
- Must have strong written and verbal communication skills, strong visual presentation skills a plus.
- Proficiency in Microsoft Office.
- Ability to effectively communicate interpersonally as well as through technology platforms.
- Three+ years of business to business sales experience is preferred but not required.
- Industry experience is preferred but not required.
- Method of transportation to get to and from facilities and meetings.

Work authorization:

- Candidates must possess a valid driver's license.

Employee Benefits & Perks

- 3 Weeks of Paid Time Off for Full Time Employees, including paid time off to volunteer
- Employee Health, Dental, And Vision Insurance, including FSA and HSA programs
- Life and Disability Insurance
- 401K Plan, with access to Financial Planning & Financial Wellness Programs



- Subsidized Parking, Employee Recognition and Annual Award Programs
- Super FAC's, Annual Company Outings and Other Company Activities
- Dog Fridays, Employee Purchase Plan for Products, and a Variety of Flex Spaces to Support Work Style
- Fitness Room, Outdoor spaces and a Kegerator / Wine in our Centralized Downtown Location