

Woodard & Curran

Business Development Leader - Operations & Management

Atlanta, GA

Posting Days:

30

CLASSIFICATION TYPE: Permanent

CLASSIFICATION TIME: Full-time

COUNTRY: United States

STATE/PROVINCE: Georgia

CITY: Atlanta

ZIP CODE: 30303

JOB TITLE:

Business Development Leader - Operations & Management

Application number:

R01640

DESCRIPTION/RESPONSIBILITIES:

At Woodard & Curran, we handle a wide range of water and environmental issues—solving complex problems with creativity and tenacity. That’s how we make a difference to our clients, people, and planet. Our company was founded on a simple concept: provide a safe and enjoyable place to work with opportunity, integrity, and commitment, and we will attract talented people. Those people are at the heart of our firm, solving some of the most pressing water and environmental challenges for our clients.

For more than 25 years, Woodard & Curran has offered contract operations and management services for drinking water, municipal and industrial wastewater, groundwater remediation, and solid waste facilities nationwide. Currently we contract operate more than 50 facilities nationwide. Woodard & Curran draws on the experience of hundreds of certified operators across the country, backed by the knowledge and skills of hundreds more engineers, scientists, and regulatory experts, to quickly tackle the most challenging operational issues and keep treatment plants running efficiently and in full compliance.

This senior leadership position is responsible for the development and implementation of business development strategies to support the growth of our Operations & Management business segment, which focuses upon providing contract operations services to municipal and industrial clients for their

water and wastewater treatment facilities. In this role, you will partner with the Business Unit President and the National Operations Leader to identify growth opportunities, and to develop relationships to ensure sales, market position, business development, profitability, and client satisfaction goals are achieved. You will be expected to collaborate across all SBUs to support a companywide business development strategy.

Open to virtual or flexible work arrangements.

Who we are looking for:

We are seeking an energetic, passionate and experienced business development leader with a proven track record for managing complex sales processes. We require a strategic thinker who understands and can articulate the current and future business and technical drivers in the contract operations services marketplace. It is expected that you be extremely effective at identifying client needs and aligning our capabilities with those needs in pursuit of developing vested partnerships within the industry. You will be seen as leader within the marketplace that is capable of leading positive change, often times when confronting significant resistance. Woodard & Curran's strong reputation amongst our employees and our clients truly provides a unique opportunity for a strong sales executive to join our team and immediately make an impact.

What's in it for you?

- The chance to lead a business development team and contribute to the expansion of the Operations & Management Services business segment for a well-established, privately owned environmental firm.
- The opportunity to further establish Woodard & Curran as "the most desirable O&M firm to work for and to partner with" within the industry
- Flexible work environment and competitive benefits.
- Strong bonus potential.
- Relocation assistance.

What you will be doing at Woodard & Curran:

- Develop annual business development plan in support of both business unit and organizational strategy and objectives.
- Oversee implementation and execution of SBU sales policies and practices consistent with overall corporate policies and practices.
- Ensure communications amongst business development team is coordinated to meet business development plan objectives and meets business unit expenditure requirements.
- Work with Business Unit President and National Operations Leader to establish an appropriate budget for annual marketing and business development efforts.
- Recommend sales strategies and improvements based on market research, regulatory drivers, and competitor analyses including development of discrete service offerings and market content in conjunction with technical practice leaders.
- Manage cross-selling strategies across multiple practices (and multiple SBUs, where necessary).

- Develop and manage business development team capable of carrying out needed sales and client service initiatives, including the development of client management plans, large account strategies and identification of future client manager.
- Lead and manage the client managers within the SBU.
- Attend networking events to cultivate new leads.
- Solicit client feedback on a regular basis to ensure client satisfaction levels are maintained and exceeded.
- Establish relationships with teaming partners.
- Oversee training of business development staff.
- Partner with Marketing Director and other BDL's to achieve overall branding and positioning, and business development process consistency as well as to develop data for market opportunity evaluations.
- Participate in proposal/presentation development as needed.

What you need to succeed:

- Energy, ambition, passion and competitive spirit.
- Ability to lead and drive business development pursuits from opportunity identification through proposal win strategy development, budgeting, sale closure and contract negotiation.
- An understanding of the factors that are driving contract operations markets and the ability to articulate a vision for and lead a team that is known for the development of innovative approaches that align with client needs.
- Demonstrated ability to develop and maintain strong client relationships.
- Minimum of 15 years related experience; or equivalent combination of education and experience in the execution and management in the marketplace.
- Bachelor's degree in engineering or related field from accredited program
- National experience in the pursuit of complex sales processes within the environmental services industry.
- Strong desire to grow an organization and the ability to motivate others.
- Network of potential professional teaming partners, specialty sub-consultants, and industry experts; excellent reputation within the industry.
- This position requires up to 40% travel.

Woodard & Curran is an Affirmative Action/Equal Opportunity Employer.

Woodard & Curran is a Drug Free Work Place.

Individuals with Disabilities and Protected Veterans are encouraged to apply.

PLEASE USE A WEB BROWSER OTHER THAN INTERNET EXPLORER IF YOU ENCOUNTER ISSUES
(CHROME, FIREFOX, SAFARI)

To apply for this position, please use the following URL:

https://ars2.equest.com/?response_id=f30b540821a9657f371670b86bf37250