

**Company:** Woodard and Curran, Inc.

**Job Title:** National Business Development Leader - Municipal Consulting Engineering Services

**Requisition Number** - R01686

**Location:** Duluth, GA

**Job Application Link:** [https://ars2.equest.com/?response\\_id=c8784f4769f1b0afd5ffdc7b602d0cba](https://ars2.equest.com/?response_id=c8784f4769f1b0afd5ffdc7b602d0cba)

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 40 years, Woodard & Curran has offered municipal consulting, planning, and engineering services including water infrastructure, watershed management, community development and information technology nationwide. Our municipal team includes 340 professionals over 30 offices from coast to coast. Our business development structure is an integrated team focused on client service and growth.

This senior leadership position is responsible for the development and implementation of business development strategies to support the growth of our Municipal business segment, which focuses on providing consulting services to municipal clients nationwide. In this role, you will report to the Strategic Business Unit Leader (SBUL) while leading a team of regionally focused Business Development Leaders (BDL). In addition, you will partner with Directors of Technical Practices, 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 also be expected to collaborate across the company’s Strategic Business Units (SBUs) to support a companywide business development strategy.

We are 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 municipal water and environment 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 a leader within the marketplace that is capable of leading positive

change. 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 Municipal business segment for a well-established, privately owned environmental firm.
- \* The opportunity to further establish Woodard & Curran's reputation for delivering innovative solutions within the industry.
- \* Flexible work environment and competitive benefits.
- \* Strong bonus potential.

What you will be doing at Woodard & Curran:

- \* Develop annual business development plan in support of both business unit and organizational strategy and objectives.
- \* Develop and lead a team of five (5) Business Development Leader responsible for the New England, Mid-Atlantic, Southeast, Midwest and West regions of the United States.
- \* 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 Strategic Business Unit President, Directors of Technical Practices, 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.
- \* Through the Business Development Leaders and Business Development Manager, lead and manage the client managers and funding team 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 municipal 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, Science, Business, 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)

--LOCATION OF JOB--

COUNTRY: United States

STATE/PROVINCE: Georgia

CITY: Duluth

ZIP CODE: 30097