

Job Title: Director of Business Development

Posting Close Date: Until Filled

Reports to: Principal

Company Overview:

CDi Engineers in Lynnwood, WA is one of the largest mechanical consulting engineering design firms in the Northwest. We've earned an excellent reputation for the quality of our work and the thoughtful, current, and practical advice we provide our clients.

We are a relationship oriented firm devoted to a focus on sustainable design, particularly in the healthcare market. CDi is committed to maintaining and developing long-term relationships with clients, associates, and staff. When you join our team you become part of something that's much more than just a job.

To learn more about CDi Engineers, visit our website at www.cdiengineers.com.

Job Summary:

Join one of the Northwest's foremost Mechanical Engineering firms as CDi Engineers' Director of Business Development. The Director of Business Development is responsible for developing a strategy for identifying new business opportunities and markets, actively pursuing leads, establishing strong client relationships, measuring and monitoring client satisfaction, leading the market and communication strategies as well as linking strategies and initiatives with the CDi Strategic Plan.

Qualifications include:

- 8+ years experience in the A/E/C industry with demonstrated track record of accomplishments. LEED® AP Accreditation required.
- Previous experience in business development and marketing roles with a focus on sustainability, including proven track record in developing and administering related programs.
- Strong leadership, influencing and consensus building skills.
- Ability to mentor, coach, and develop others in relationship building and general marketing/sales methods.
- Critical thinking skills in conjunction with ability to effectively adapt to a wide variety of business and social environments and communicate with a diverse range of individuals.
- Ability to communicate clearly and concisely, both orally and in writing with polished presentation skills.
- Ability to work independently, balance multiple priorities, meet deadlines and manage budgets.
- Bachelors Degree in Marketing, Architecture, Engineering or related field.
- Certified Professional Services Marketer (CPSM) a plus.
- Strategic planning and execution experience a plus.

At CDi Engineers we know our great reputation is dependent upon our dedicated and valued staff. We value our culture of diversity and respect - for ourselves, our families, our clients, and for the environment. And, we have fun too!

If this appeals to you, we invite you to e-mail your resume to hr@cdiengineers.com using "Director of Business Development" as your subject line.