

AH Environmental Consultants is currently seeking a Municipal Business Development Director. The successful candidate will facilitate the development, management, and growth of new and existing clients to achieve revenue goals of the Company. The primary geographic focus of the marketing efforts is in eastern North Carolina and Southeastern Virginia.

Responsibilities:

- Plan and direct all aspects of the municipal business development.
- Actively research and generate contact with prospective clients through networking, cold calling, advertising, etc. to develop relationships that will lead to opportunities. Identify clients' decision makers.
- In association with management, grow and enhance existing clients by presenting new solutions and services to clients.
- Maintain in-depth knowledge of the A/E marketplace, the solutions/services the company can provide, and of the company's competitors.
- Continually update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Identify trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Work with administrative staff to ensure that proposals are accurate, completed within a timely manner, and professionally presented.
- Provide review and oversight of marketing material including brochures, websites, and other promotional items.
- Research and develop a thorough understanding of the company's employees and their capabilities.

Preferred Qualifications

- Excellent verbal and written communication skills.
- Superior technical writing and presentation skills—comfortable with public speaking, ability to effectively present information to top management, public groups, and/or board of directors.

- Excellent organizational skills, multitasking abilities, and attention to detail.
- Independent, self-motivated and success driven; innovative and a strong team player.
- Ability and willingness to travel and drive during the day and night for extended period of time.
- Computer literacy in Microsoft Word, Excel, PowerPoint, and Outlook knowledge, a plus.
- Valid Driver's License and successful background check.

Extensive experience in a lead business development role with a proven track record in business development, marketing and or sales, preferably with consulting engineering, architect, planning, landscape architecture, or construction management firm.

This is envisioned as a full time position; however those seeking part-time opportunities are encouraged to apply.

The location of the position is planned to be Newport News, Virginia, but may be elsewhere within the geographic area above for the right candidate.

Fax resume to (757)873-4952 or send email to jobs@ahenv.com.