

Regional Business Developer

Who We Are

Davis is Alabama's oldest continually operating architecture firm, currently in its 106th year of operation. As a multi-specialty firm, Davis works with a broad client base across the country and is seen as a leader in educational, athletic, institutional, performance venue, and multi-family design. We are currently looking for a **Regional Business Developer** to join our team and help us identify new clients and growth opportunities in Alabama and the surrounding regions.

To learn more about who we are and what we do, please check out our website, dadot.com.

If you would like to be considered for this position, please send a cover letter and resume to Lam Tong at ltong@dadot.com.

What We Need

Davis has had an established presence in the southeast for over a century. Our team has an excellent reputation with clients for our innovative and responsive designs and our dedicated and hardworking staff. As we continue to grow, we have identified the need to find a new team member to develop our client base to new markets around our Birmingham headquarters.

- + Build strong business relationships with municipalities, school districts, and parks and recreation clients. This will involve making the initial contact and visits to present our team's portfolio and to work with the rest of the Davis team on any proposals or presentations that might be necessary to secure new work.
- + Be responsible for new interests in Alabama and surrounding regions as needed.
- + Sell the company's services to new clients and develop the company's image as a leader in our sector.
- + Maintain relationships with existing clients to foster continuing business.

We would expect the Regional Business Developer to have:

- + Proven ability to create and maintain strong working relationships with new and existing clients and their staff.
- + Proven ability to masterfully present, effectively sell and negotiate the services of Davis.
- + Ability to communicate effectively, both verbally and in writing.
- + Know-how to manage their time in a hands-off, self-managed environment.
- + Keep in close contact with our internal business development and marketing team. This includes controlling and updating an accurate client management database.
- + Participation in local conferences and exhibitions where our firm's presence might be warranted.

Your Qualifications

- + Previous experience in sales, customer service, or related field. Experience in architecture and design industry preferred but not required.
- + Have good communication skills, the ability to take initiative and be capable of working both individually and with a team.
- + Ability to build rapport with clients.

Benefits

- + Medical, dental and vision benefits
- + 401k with generous matching contributions
- + Reimbursement for travel expenses