



PIGGUSH ENGINEERING

Business Development and Marketing Manager Job Description

Summary:

Piggush Engineering is a full-service Civil Engineering firm that provides a wide range of civil infrastructure projects, construction management, and land surveying services to its clients. This includes, but not limited to, municipal engineering projects, roadway & transportation projects, site engineering & detention design, water & wastewater systems design, and land surveying record documents.

The Business Development and Marketing Manager at PEI will oversee the growth initiatives of the company. We are looking for an experienced professional who can partner with multiple departments to drive measurable results that benefit our business. Our ideal candidate will be able to implement an effective sales approach that expands our reach, strengthens client relationships, and actively seeks out other business opportunities that can boost revenue and set our company apart.

This is a hybrid role with time spent in the office, at client meetings, and remote. The exact schedule will be determined by the business needs and individual.

Essential Skills & Abilities

- Develop and implement growth strategies for the company to generate new clients.
- Conduct research to identify new market and client opportunities.
- Schedule and attend prospective client meetings.
- Create marketing strategies and plans to achieve business goals.
- Oversee marketing campaigns from start to finish, including social media, email, and events.
- Write media releases and assist with company communication.
- Identify and coordinate conference opportunities.
- High level of professionalism and discretion in business matters to handle confidential information.
- Supportive professional with excellent listening skills, organized, resourceful problem solver and reliable team player.

*NOTE: This job description is not intended to be all-inclusive. Team Members may perform other related duties as negotiated to meet the ongoing needs of the organization.



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Qualifications

- Bachelor's degree in business or marketing
- A minimum of 5 years of business development or marketing experience
- Excellent written and verbal skills and strong interpersonal skills to interact with Team Members and Clients.
- Proficient in Microsoft Office: Outlook, Access, Excel, Word & PowerPoint.
- Independent problem-solver and decision maker.
- Flexibility to collaborate with others to solve problems.

Company Benefits

Piggush Engineering, Inc. offers a comprehensive benefits package that includes Health & Dental Insurance, 401(k) with Company Match, Tuition Reimbursement, Life Insurance, Disability Insurance, PTO and paid Holidays.

How to Apply

Apply on our website PiggushEng.com