

Business Development Director

Job Type: Full Time

Location: Onsite

Interior Resources Group is currently seeking a confident HUNTER with the skills to cold call and develop new opportunities as our Business Development Director. This role will focus on identifying new customers as well as cultivating our business with existing customers and industry partners.

Key responsibilities of this position include the following:

- Identify and cultivate relationships with prospective clients and key industry players in the Dallas-Fort Worth area.
- Advanced selling skills, e.g., prospect qualification; lead generation; new business development; account penetration; solutions-based, and consultative selling; negotiation and closing skills.
- Maintain a robust network of commercial real estate brokers, project managers, real estate developers, building owners, and end-user clients.
- Ability to access existing and target customers; conduct face-to-face sales calls weekly.
- Network with architects, builders, brokers and designers through involvement in trade associations.
- Develop a strong knowledge of Interior Resources Group's product offering, including architectural walls and solutions, services and business scope, and effectively present the business to potential clients.
- Develop and execute business development strategies tailored to our goals of expanding our corporate workplace, healthcare, government, and education sectors.
- Manage business development activities, including client outreach, and follow-ups with meticulous organization and attention to detail.
- Prepare and present regular updates on business development progress, pipeline status, and strategic recommendations.
- Collaborate with Marketing and A+D team to ensure alignment of business development efforts and cohesive messaging.
- Support internal teams in understanding business development needs and client preferences to enhance service offerings and project proposals.
- Contribute to a positive and collaborative work environment that fosters creativity and innovation.
- Participate in regular team meetings and update all parties on the status of activities.

Our ideal candidate will have the following qualifications:

- 3+ years in business development, with a proven track record of successfully identifying, securing, and maintaining client prospects in the commercial office furniture industry, interior design, construction, or related fields.
- Proven track record of cultivating relationships and achieving goals.
- Ability to prioritize and handle multiple tasks and changing priorities.
- Superior communication, presentation, and organization skills.
- Strong analytical and decision-making skills.

- Independent, proactive, and self-motivated person who will offer exceptional service to our customers.
- Ability to travel daily within the DFW Metroplex up to 70% of time to meet face to face with clients, brokers, project managers, developers and other influencers.

REQUIRED QUALIFICATIONS

The following criteria are considered minimum required qualifications for the position:

- Communication - The ability to communicate clearly both verbally and in writing.
- Comprehension - The ability to listen and understand information and ideas presented verbally and in writing.
- Attention to Detail - The ability to enter, transcribe, record, store and maintain data accurately.
- Computer Proficiency - Effectively use computers and computer systems (must be Microsoft Office proficient) to enter data and process information.
- Organizational skills with the ability to manage multiple priorities under deadlines.
- Minimum of a bachelor's degree or some college preferred.
- Proficiency in Microsoft Word, Excel, Outlook, and PowerPoint.
- Excellent verbal and written communication skills.
- Demonstrated ability to build and maintain internal and external partnership.

Company Benefits:

- Competitive salary and bonus with opportunities for growth
- Paid vacation, holidays, and maternity
- 401K + 401K Matching
- Medical Insurance
- Paid Training + Professional Development

Inquire today about joining our growing team. Send your resume to jobs@irgroupdfw.com.