

## Overview

ESI Inc. of Tennessee, an employee-owned company, is seeking a talented **Business Development Professional** to join our team in Kennesaw, Georgia. This position requires a Bachelor of Science in Engineering and experience in engineering and construction.

### Business Development Professional

#### Primary Role:

Perform business development and marketing support activities in the Utility and Industrial Steam and Power Generation Industry to identify projects pertaining to Engineering, Procurement, and Construction services. An engineering and construction background is required in order to develop, manage, and leverage relationships with both new and existing key clients.

#### Primary Responsibilities:

- Insure quality client contacts, client needs assessments, proposal development support/guidance, and sales closures. This role may be part of the final sales team (in conjunction with Sales Engineering, Estimating, and Management) to close potential sales with clients.
- Support the development of strategic action plans for key accounts and key industries (both new and existing) that align with ESI's overall business goals in the United States.
- Support and or Lead the development of qualifications packages, presentations, company brochures, advertising, and E-blast marketing content.
- Strategically plan and forecast competitive information through research and development utilizing Customer Account and Database services, as well as standard research utilizing the internet or energy related portals. Be able to direct the interpretation of such data for the development of marketing/sales strategies.
- Participate in the Business Development, Marketing, and Sales Engineering/Estimating planning and tracking processes.
- Utilize existing CRM (SalesForce), Project Research Databases (Industrial Info Resources), and Existing Contact/Accounts to develop business opportunities that meet ESI's existing and future business goals.
- Takeover and or Develop "Key Account" solutions to develop programmatic offerings/relationships with past customers.
- Regularly meet with clients (existing/new) to discuss key needs and project/services opportunities in their Pipeline to support the Sales Engineering and Estimating functions of the business.

#### Skills, Qualifications and Experience:

- Four year engineering degree with a career emphasis on sales/business development or equivalent combination of training and experience is preferred. Mechanical or Electrical engineering background is preferred.
- Five plus years of Steam/Power Generation construction related experience preferred.
- Must be sales and goal-oriented with a proven track record of successful proposal/development closures.
- Must possess excellent communication (verbal and written) skills with the ability to produce highly professional communications with clients that is both technical and commercial in nature. Proven track record of successfully executing in a team environment is a must.
- Must possess a valid, non-restrictive driver's license.
- Experience in Microsoft Office required.
- Experience with SalesForce is required.
- Experience with Industrial Info Resources or similar third party database is required.

- Experience to proficiently discuss both the technical and commercial aspects of steam and power generation engineering, equipment, construction, and commissioning is required.

## Company



**ESI Inc. of Tennessee** is a design engineering and construction firm that specializes in steam and power generation facilities. We are the **Steam & Power SPECIAL FORCES®** providing clients with innovative, cost-effective, and environmentally-friendly solutions.

For additional information, please visit our website at [www.esitenn.com](http://www.esitenn.com).

*ESI is an employee-owned company that offers competitive salaries, a complete benefits package, 401K matching, educational reimbursement, and works only a half-day on Fridays.*