



## *... is hiring an Business Development Specialist*

Are you an outgoing, personable sales person who wants to contribute to the growth of a business? Well, we have a role for you. DMA believes that we need to use our engineering talents to make buildings have less of an impact on the environment, and a big impact on the occupants. With a stated goal of 9 million square feet of healthy responsible buildings we are stewards to bringing about awesome mechanical systems and buildings.

### **About The Role**

The **Business Development Specialist (BDS)** plays a crucial role in creating growth opportunities for DMA Engineering. This position focuses on the building sector, including energy, engineering, and commissioning of electrical, mechanical, and plumbing systems. As a door opener, prospect identifier, and deal closer, you will foster relationships, forecast sales goals, and contribute to our business expansion.

### **Core Responsibilities**

- Cultivate positive relationships with architects, general contractors, and construction professionals/vendors associated with the building industry in Colorado.
- Collaborate with DMA's Principal to define and meet sales goals.
- Utilize HubSpot CRM for all prospect and client communication.
- Assist in creating on-brand marketing collateral.
- Attend networking events.
- Maintain a full pipeline of sales opportunities.

### **Requirements and Qualifications**

- 2-4 years of sales experience.
- Strong understanding of the building industry.
- Proficiency in using CRM systems for managing prospect/client conversations and buyer's journey.
- Demonstrated leadership, clear communication, and effective sales pipeline management.
- Track record of surpassing sales targets and maintaining a high-producing pipeline.



- Ability to make cold calls and engage prospects effectively.
- Collaborative work style with the Principal and team.
- Adherence to company policies and sustainability philosophies.
- Excellent customer relations, written and oral communication skills.
- Highly motivated, positive, and outgoing.
- Autonomy with accountability; adept at organizing work schedules and multitasking.

## About DMA Engineering Inc.

At DMA Engineering, we are committed to environmental stewardship by providing creative and efficient solutions for residential and commercial buildings. **We are champions of electric heating and radiant systems, and we challenge the norms to deliver solutions with the highest impact.** Our projects vary from luxury homes, new building net-zero designs, and commercial building retro-commissioning, to industrial heating and cooling for occupant comfort and processes. Our engineering tools and design techniques range from practical experience to sophisticated computer modeling.

While we are fast-paced and work hard to deliver outstanding results for our clients, we also value our time to play in the outdoors and have structured our working hours and location to accommodate an active lifestyle. Being an active part of our community is important to us, and we plan activities and givebacks throughout the year to demonstrate this commitment. **We're international, founder-run, and we're passionate about making a difference.**

## Compensation and Benefits

- **Full time position**
- **Pay: \$80,000 - \$100,000 salary based upon industry experience with a 15% commission**
- **Additional benefits include health insurance, IRA with employer match, term life insurance, short term disability, unlimited paid time off (PTO).**
- **Work Location: Hybrid; in Golden office 1-3 days/week**

DMA Engineering is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

If you're ready to make an impact and thrive in a dynamic environment, we encourage you to apply. Join us in shaping the future of sustainable engineering at DMA Engineering!

## How to Apply

Please send your resume and cover letter to: [hireme@dma-eng.com](mailto:hireme@dma-eng.com)

