

Business Development/Government Affairs Manager **(Civil Engineering/Construction Management)**

Seymour Engineering (SE) is a comprehensive design and development firm based in Biloxi, Mississippi, offering a range of multi-disciplinary services to diverse clientele across both private and public sectors. SE specializes in roadway design, water and wastewater infrastructure, storm drainage solutions, marine and coastal engineering, dredging, environmental assessments, and surveying services.

SE is seeking a **Business Development/Government Affairs Manager** for our Infrastructure Sector (Civil Engineering & Construction Management) in South Mississippi. Responsible for capturing business for Roadway/Highway, Water/Wastewater, Stormwater, Coastal Engineering, and Dredging markets, from planning to design and construction management. The Business Development/Government Affairs Manager will focus on growing the firm's clientele and business opportunities within the South Mississippi area. The individual will continue to develop the client base, maintain existing client relationships, and manage a variety of pursuits.

Responsibilities:

- Lead the development and growth of strategic relationships with target clients and teaming partners that align with core and growth markets
- Participate on pursuits including proposal development, preparation of marketing materials, event planning and help maintain strong relationships with key leaders
- Gather, interpret and act upon market data for federal, state, and local government clients to develop a pipeline of potential targets, using Salesforce as a primary CRM and planning tool

Functional Requirements:

Prospecting and Business Development

- Research and understand the market within the regional territory, including all potential customers and their relative size and potential to utilize Seymour's Engineering Services
- Must have a thorough understanding of Engineering services and be able to communicate with clients the range of SE services
- Open doors for Engineering, Procurement and Construction (EPC) opportunities
- Possess strong technical and people skills to be highly effective with customers to win engineering contracts
- Develop and maintain key industry relationships and be aware of competitors activities to identify and develop growth projects
- Research opportunities for growth and expansion in current and future markets
- Must have an in-depth understanding of clients' contracting philosophies, evaluation criteria, and decision-making processes
- Uses best practices and knowledge of internal/external business issues to provide advice to improve products or services

Sales Planning and Strategy

- Be able to assess, qualify and rank existing/target customers in order to prioritize resource allocation
- Define sales objectives that are in alignment with regional strategy and revenue goals
- Define and regularly maintain tactical plan (Sales Action Items) to sustain progress toward sales objectives

Sales Activities

- Conduct sales-related activities in person, through social media, by email and phone to promote SE's products and services to potential clients; including but not limited to sales calls and introductory presentations
- Effectively handling technical inquiries to get the customer rapid, accurate and effective response to technical questions

- Social interactions at conferences, trade shows, and customer outings; Social outings, meals, etc. (that are reasonable and customary, in line with SE's policies for meals & entertainment) for the purposes of fostering customer relationships or expanding network to develop additional sales opportunities
- Understand customer needs and assist customers to select the proper engineering and inspection recommendations
- Assist in generating proposals for SE solutions; including engineering and inspection services, cost estimating and proposal customization in order to optimize our value proposition

Budgeting, Forecasting and Management Communication

- Provide timely and directionally accurate market activity information, including forecasts and market condition information to assist management with making business decisions
- Provide regular updates in the form of opportunity trackers and re-forecast intelligence
- Provide market condition information as requested

Communication and Leadership

- Proven ability to communicate effectively, and build trust, with senior executives
- Strong presentation skills to allow the development of presentations internally and externally to partners or clients
- Strong leadership skills with the ability to motivate pursuit and proposal teams for projects and capable of Coordinating with marketing, sales and operational teams to implement business development initiatives
- Creates a long-term pre-planning system to identify key upcoming RFPs and anticipated requirements that will contribute to a winning proposal

Personal Attributes

- Exhibit leadership in both direct and indirect roles with the capabilities to move to other functional assignments
- Successful track record in developing sales leads and closing deals
- Manages own time to meet agreed targets; develops plans for short-term work activities in own area

Qualifications:

- Education/Training:
 - Bachelor's degree required (Engineering, Construction Management or Business preferred)

Skill Requirements:

- Maintains confidentiality of sensitive information
- Ability to multi-task, work under pressure and adapt to change
- Ability to acquire new knowledge and learn new skills
- Basic knowledge of municipal infrastructure
- Experience with grant programs with a strong preference for experience with federal grant programs or proposal coordination in the engineering industry
- Ability to travel as needed
- Self-starter with integrity and confidence who strives to achieve even the most challenging objectives with limited supervision
- Objective and open-minded contributor who maintains a positive attitude in difficult environments

***Interested applicants should send their resume and references to se@seymouren.com**