

## **Civil Engineer Business Development Manager - Ft Lauderdale, FL**

### **Main roles and responsibilities**

Business Development Manager for Infrastructure and Transportation Business Solution in the US.

The BDM will be responsible for seeking out new business opportunities. Develop, coordinate and implement marketing plans designed to capture new opportunities in both public and private sector.

Knowledge of infrastructure market and initiatives regarding regional of Americas market and the potential customer segments.

The candidate must have a strong experience in tendering and developing proposals in response to requests for proposals (RFPs), in delivering sales presentations and negotiation.

Knowledge of local regulation for public work and related tender.

5-10 years of seniority in an Inspection Company in the field of civil sector: preferred experience in independent checking engineering (design verification and site supervision) and vendor qualifications.

### **Professional Experience & Education**

- Civil Engineer Diploma
- MBA in Business Development
- 5-10 years of seniority in an Inspection Company in the field of civil sector.

### **Candidate specifications**

- Fluent knowledge of English language written and spoken;
- Good knowledge of MS Office and general computer skills;
- High level of ability to organize the technical activities;
- High level of ability to manage and negotiate as a problem solver;
- Attitude to work in an international environment;
- Available to travel
- American Citizen or US Green Card

To apply contact Mick Tansey at [mick@flagshipmgt.com](mailto:mick@flagshipmgt.com) or call 954-577-5100.