



- Director of Business Development & Marketing -

Watson-Forsberg is currently seeking a full-time Director of Business Development & Marketing to join our team.

Located in Minneapolis, Minnesota, Watson-Forsberg is a general contractor built on safety, community, and hard work rooted in good values for over 60 years. We partner to create thriving communities by providing commercial and multi-family construction services for both new and remodeling/rehab projects. Long-term relationships with clients, subcontractors, and design professionals are the key to our success.

Job Title: Director of Business Development & Marketing

Reports to: President

Supervisory Responsibilities: None

FLSA Exempt Status: Exempt

Type of Position: Full-time

Salary Range: 150K – 190K, DOQ

Travel Requirements: Some driving in the Twin Cities metro area and outstate.

Job Summary:

The Director of Business Development & Marketing is an important part of the Watson-Forsberg leadership team and is involved in many aspects of company operations. Keeping the flow of business running smoothly, along with training & mentoring staff, makes this position integral to our business.

Responsibilities:

- Strategy – Develop company strategies for growth
- Networking – Actively promote Watson-Forsberg within the industry
- Collaborate - with clients and staff to improve execution, efficiency and process improvement
- Mentoring – Provide guidance and coaching to develop Watson-Forsberg staff
- Relationships – Proactively foster relationships with clients, subcontractors, vendors and other stakeholders
- Brand – Maintain and enhance Watson-Forsberg values and brand internally and externally

Experience/Education Requirements:

- Minimum 20 years commercial construction experience required
- Proficiency in Microsoft Word/Excel/Outlook required

Physical Demands & Work Environment:

Requires physical presence in the office and at client locations. Some opportunity for remote work.

Work is performed in an office environment and requires the ability to operate standard office equipment. Must have the ability to lift and carry small parcels and other items up to 25 pounds and to walk short distances. Must have the ability to drive a vehicle to visit clients and attend meetings. The person in this position frequently communicates with staff, vendors and customers and must be able to exchange and communicate accurate information in these situations.

To learn more about Watson-Forsberg, we invite you to explore Watson-Forsberg's website at www.watson-forsberg.com. For immediate consideration please forward résumé and references to info@watson-forsberg.com.

Watson-Forsberg Co. is an Equal Opportunity Employer and will evaluate Reasonable Accommodations requests made in accordance with the Americans with Disabilities Act and other applicable laws.

Employee Acknowledgement: _____

Date: _____