



## **Position: Business Developer**

Requisition Number: 2018-2940-03

---

S&ME, Inc., an engineering and environmental services firm, is seeking a full-time, experienced Business Developer to be based in our Cincinnati, Ohio.

Responsibilities will include, but are not limited to: establishing and maintaining client relationships, promoting company image, assisting in proposal preparation, developing and executing strategic marketing plans and actively participating in professional organizations and societies. Regular travel required as this individual will be meeting with owners, developers, architects, engineers, general contractors, economic developers, bankers, attorneys, municipalities, and ODOT staff and representing S&ME at trade shows, conferences and association meetings. Individual is responsible for developing affiliations with other professional firms and business organizations to generate new business in the Cincinnati, OH, Lexington & Louisville, KY region. Mid-career to senior level professionals will be considered, with competitive compensation based on experience.

### **Qualifications:**

- Bachelor's degree in engineering, marketing, architecture, construction, business, or related professional degree;
- 8+ years of experience in Architecture/Engineering/Construction marketing and business development required;
- Outgoing personality and excellent social skills;
- Ability to work under pressure;
- Excellent written and verbal communication skills;
- Attention to detail, and excellent organizational skills;
- Ability to work in a team environment with excellent motivational skills;
- Ability to travel, including personal vehicle for use during company business.

To apply go to [www.smeinc.com](http://www.smeinc.com) and click on the "Careers" link and "Career Openings". This is a full-time position with competitive pay based on experience. Successful candidate must meet requirements of the company's Fleet Management Program, Substance Policy and Reference check program. Submit resume, cover letter, and salary expectations for consideration. Only qualified candidates with acceptable employment eligibility verification (I-9) will be considered. Visa assistance not provided. S&ME reserves the right to fill this position with an internal or external candidate at any time during the search. S&ME is not responsible for unauthorized job postings or submissions of resumes using external links/websites.

**An Equal Opportunity Employer.**

**Minorities/Females/Disability/Veterans; VEVRAA Federal Contractor**