



BUSINESS DEVELOPMENT MANAGER

Job description

- Identify and develop relationships with industry professionals to generate new business opportunities and renewing our maintenance customer base business
- Create and expand Astra's footprint and build positive top of mind awareness
- Research and analyze key economic factors that may influence market activity within specific niche markets or geographic areas
- Attend trade shows and other associations' meetings to stay abreast of market conditions, competition, and establish relationships with existing clients and prospects.
- Provide ongoing progress updates on new business development activities and other key indicators to the Astra's management team
- Coordinate and manage the sales/proposal process with Astra's marketing, estimator, project manager and senior management team
- Prepare Reports for internal and external customers
- Persuading clients to use our solutions and services to satisfy their need
- Negotiate solutions and close sales that benefit both company and client

Astra offers competitive compensation and benefits packages, including paid vacation and holidays, medical insurance, life insurance, long-term disability coverage, vehicle allowance, phone allowance, and company matching 401(k). Salary will be commensurate on experience. We believe in ethical and fair treatment of our customers and employees to remain a leader in our industry. We are an equal opportunity employer and are a drug/smoke free workplace.