

CMX Career Opportunities

BUSINESS DEVELOPER - LOWER NEW YORK INCLUDING NEW YORK CITY & LONG ISLAND REGION

CMX, a national engineering and consulting firm, offers a broad range of consulting services for public and private clients from 25 office locations throughout New Jersey, Arizona, Pennsylvania, New York, Maryland, Florida, Nevada and Mexico.

CMX is seeking a Business Developer / Client Manager for the Lower New York (including New York City) & Long Island Region. This position will be based in White Plains, New York.

Qualifications:

- Bachelor's Degree
- Eight plus years of business development experience
- Ability to obtain project opportunities from municipal, county & state agencies
- Have existing business development relationships with various types of public officials in the NY area
- Knowledge of public funding for infrastructure & related capital improvement projects
- Individual should be energetic & resourceful in finding business opportunities
- Excellent verbal and written communication skills

Responsibilities & proven record with:

- Primary contact for new clients and a key person in maintaining relationships and cultivating new business opportunities with existing clients
- Seek new client and market opportunities
- Serve as an external check on quality and client satisfaction, establishing a close relationship with the client
- Stay aware of all issues on all projects to avoid problems, and when problems occur, orchestrate actions necessary to restore client satisfaction
- Obtain critical client knowledge on proposals and potential opportunities and assist in gathering information
- Facilitate mutual satisfaction at the close of a project

We offer an excellent compensation package including health benefits, profit sharing plan, 401(k), tuition reimbursement, and much more.

Please e-mail your resume to resumes@cmxengineering.com and reference Ad# CMX NY 214. EOE

Disclosure:

This summary is intended to provide general information about this position. It may not reflect specific tasks, duties, qualifications or responsibilities that may be outlined in the legal Job Description for this position.