

Commercial Construction Sales

Small Projects Manager

Dallas-Fort Worth Metroplex



About Us

For 40 years, Greenstreet has been committed to serving our clients beyond expectation. We're more than just builders; we're visionaries who exceed expectations and forge enduring relationships grounded in honesty, trust, and full transparency. We are fully engaged with our clients as partners from project inception to completion, fostering a collaborative team atmosphere. As a Collaborative Contractor, we're not afraid to think differently, and we're on a mission to redefine and make a positive impact on the construction industry. Our commitment to lean construction principles sets us apart, driving efficiency and teamwork in all that we do.

At Greenstreet, you'll find more than a job; you'll find a family, a culture that supports your growth, and a team dedicated to making a difference in the construction industry. If you're ready to be a part of a collaborative, forward-thinking, and family-oriented team, Greenstreet is the place for you.

Position Overview

Are you a results driven professional with a passion for construction and a heart for building lasting client relationships? Join our team as a Small Commercial Construction Sales and Small Projects Manager, where you'll take the lead in managing, overseeing, and growing our portfolio of small-scale construction projects. In this dynamic role, you'll be a pivotal force in driving our company's growth and success by identifying and pursuing opportunities, cultivating client relationships, and ensuring the successful execution of these projects. Key responsibilities include:

Business Development: Identify and cultivate new business opportunities within the commercial construction sector. This includes prospecting, lead generation, and building a sales pipeline.

Client Relationship Management: Build and maintain strong relationships with existing and potential clients. Understand their needs and requirements, and effectively communicate our construction solutions.

Solution Presentation: Prepare and deliver compelling presentations to clients, showcasing our capabilities and value proposition. Tailor presentations to address the unique needs of each client.

Project Development: Estimate projects and build Trade Partner teams to create accurate and competitive project proposals.
Contract Negotiation: Negotiate contracts and pricing terms with clients and trade partners.

Project Coordination and Oversight: Manage and oversee all small construction projects. This includes project planning, budgeting, scheduling, writing Trade Partner Agreements, supervising work of project personnel, and quality control.

Customer Satisfaction: Continuously monitor customer satisfaction and seek feedback to enhance our services. Address client concerns to ensure a high level of customer service.

Qualifications

- High School Diploma or GED required.
- Proven track record of success in commercial construction sales or a related field.
- Strong knowledge of the commercial construction industry, including industry trends, pricing, and best practices.
- Hands on commercial construction experience.
- Excellent communication and presentation skills
- Ability to build and maintain strong client relationships.
- Self-motivated, results-oriented, and able to work independently.
- Willingness to travel as needed.
- Strong on-site and in-office leadership skills
- Ability to read and understand construction drawings and specifications.
- Computer skills required, proficiency in Microsoft Office Suite
- Procore experience a plus
- Bluebeam experience a plus

Why Greenstreet?

- Competitive salary and benefits package
- Our commitment to professional growth means that you'll have many opportunities to advance your career and achieve your goals.
- We are a team that values collaboration and thrives on innovative thinking. Your contributions will be celebrated and encouraged.
- We endeavor to train the best lead builders in the industry.
- We love what we do.

Apply Now

Visit our website at ggreenstreet.com/careers and fill out the application form.

Greenstreet Inc. is an equal opportunity employer and will employ those applicants who possess necessary skills, education, and experience, without regard to race, color, religion, creed, age, sex, national origin, or ancestry.

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