



## **Director, Business Development Workplace and R&D**

### **Opportunity:**

For a dynamic sales & marketing professional to apply strong relationship building and business development skills in this role for Hixson, a Cincinnati-based architecture, engineering and interior design firm. This key role requires someone with an entrepreneurial spirit to deliver exceptional service to the firm's Workplace and R&D clients and develop new client relationships intended for long term partnerships.

### **Position:**

Reports to the Manager of Business Development. Develop and execute the business development plan for Hixson's Workplace and R&D strategic business units. Responsible to identify, qualify and engage potential new business partners and sell Hixson's services in a professional manner consistent with company values. Embrace and represent Hixson's culture of providing exceptional quality, customer service, and commitment to continuous improvement.

### **Candidate:**

- BS, Marketing, Business, Architecture, Engineering, or related field
- 5-10+ years of consultative sales experience with senior client executives
- Sophisticated sales of intangible services and/or customized systems
- Proven track record of utilizing traditional and non-traditional marketing communications and business development initiatives
- Relationship builder: Ability to achieve "trusted advisor" status with client decision makers
- Strategic in nature; High integrity; Strong presentation skills; Team player

### **Compensation:**

Competitive compensation commensurate with experience, plus excellent benefits package; Hixson offers a team oriented work environment, opportunity for personal and professional growth, challenging projects, and ownership potential.

### **Contact:**

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