



Building Relationships Since 1957.



If You Have the Motivation,
We Have the Destination.

Position: Business Development Executive

J&S Construction® is a fourth generation, family-owned and operated, General Contractor that employs approximately 70 of the finest craftsmen and trade professionals in the industry. Our diverse portfolio includes new construction and renovation services for commercial, healthcare, religious, government and industrial facilities. Having completed more than 260,000 square feet of LEED® certified space for private owners and government entities, we are also one of the foremost builders of LEED-certified buildings in Tennessee.

Located in Middle Tennessee, J&S Construction is strategically placed to provide services to the Southeast as well as various other states. Having completed projects from Kansas to Florida and Texas to Virginia, J&S Construction is able to perform general contracting services in more than 30 states. The majority of our work is completed within 100 miles of our corporate headquarters, located in Cookeville, Tenn. We are one of the oldest and largest construction companies between Nashville and Knoxville. Our strategic plan is not to be the biggest, but to be the best, and to be large enough to successfully serve all of our clients' needs. We have a repeat client rate of over 75% each year and 99.6% of our clients, at the conclusion of their projects, say they will use J&S Construction on their next project.

We are a very close-knit group of professionals. Should you join the J&S Construction team, it would be much like joining a family. Our position of Business Development Executive works closely with our Pre-Construction, Project Management and Executive teams. You will be responsible for following up on client leads, finding solutions based on the client's needs and working with our Pre-Construction team to create a budget for these potential clients. You will spend approximately 25% of your time prospecting and visiting with potential clients, 30% of your time assisting the Estimating team in preparing a proposed quote, 30% of your time preparing and giving presentations to clients and 15% of your time visiting job sites and coordinating with project management and field personnel to ensure the company delivers exactly what we have committed. Although you might visit job sites with the client and with our field personnel, you would not be expected, to project manage individual projects.

All of our Business Development Executives are on a base plus commission compensation package. With hard work and innovation, this position can create a substantial income. The generous nature of our compensation package is reflected in the fact that, among our current Business Development team, the average tenure is almost 15 years.

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While the position may be different from the typical business development position, it is very satisfying because of the direct involvement you will have in helping your clients achieve success with their facilities and capital projects. Although there is no exception for hardwork and dedication to craft, it has been our experience that for one to be successful in Business Development, a background in engineering and/or architecture or a knowledge of construction methods and materials are key.

We provide support, both inside and outside the office to help ensure your success. You will have the support and resources of the Director of Marketing as you create proposals and communicate the company's capabilities based on J&S Construction's previous job experiences. Another resource is the in-house Revit designer who can provide building design and modeling that helps you in communicating the design to the client.

You will also be able to rely heavily on the experience and expertise of our other Business Development professionals as we have a collaborative team approach to helping our clients find success with each capital project. While we want to be available anytime that we are needed to meet our clients' needs, on an ordinary week, J&S Construction is a Monday-Thursday company working ten-hour days. Every Friday, our team members have the day off to enjoy time with their families and the natural treasures of the Upper Cumberland area.

We are looking for an individual with strong values and uncompromising integrity. As a company, we strive to make the excellence in which we work a testament to the faith we freely proclaim. Our ability to stay in business in this one region for so long is a direct result of the quality of our team members and God's providence in our company's success. We are looking for an individual who wants to be a part of the great community we are a part of in Middle Tennessee. With its natural treasures, strong local economy and strategic geographic location, Middle Tennessee is a great place to raise a family, plant roots, and start a career with a company with which you can retire.

Company Benefits

- Three-Day Weekends Every Week and a Work-From-Home Arrangement (Office Team) for Tuesdays and Thursdays
- Medical, Dental and Vision Plans
- 401K Program with Matching Employer Contributions
- Short and Long Term Disability Insurance
- Company-Sponsored and Voluntary Life Insurance
- Paid Vacation and Holidays
- Team Share Profit Sharing Bonuses Paid Twice Annually
- Ongoing, Company-Sponsored Education and Training
- Unlimited Opportunity for Personal and Professional Growth

If interested in joining the J&S Construction Family, send completed application to teambuild@jsconstruction.com, or visit our office (1844 Foreman Drive, Cookeville, TN) Monday through Thursday (8 a.m. to 5 p.m.).



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