

Position Title: **Business Development Executive**

### **Company Overview:**

BimOffis is a leading provider of Building Information Modeling (BIM) solutions, dedicated to revolutionizing the construction industry through innovative technologies and services. We specialize in empowering architects, engineers, and construction professionals with cutting-edge BIM software and support to streamline project workflows, enhance collaboration, and drive efficiency.

### **Position Overview:**

We are looking for a proactive and results-drive **Business Development Executive** with 3 years of experience to join our team. The ideal candidate will focus on identifying new business opportunities, building strong client relationships, and driving growth for our BIM (Building Information Modeling) services. This role requires a deep understanding of BIM technology, the AEC (Architecture, Engineering, Construction) industry, and a proven track record in sales or business development.

### **Key Responsibilities:**

#### **Market Research & Analysis :**

- Conduct market research to identify new business opportunities, emerging trends, and potential clients in the BIM industry.
- Analyse industry development and competitors to craft effective sales strategies.

#### **Lead Generation & Outreach:**

- Identify and qualify leads through various channels including networking, online research, industry events, and referrals.
- Develop and execute targeted outreach strategies to engage potential clients and partners.

#### **Client Relationship Management:**

- Build and maintain strong relationships with existing and potential clients.
- Understand client needs and challenges to propose tailored BIM solutions.
- Regularly meet with clients to review project progress, gather feedback, and explore new business opportunities.

#### **Sales & Negotiation:**

- Prepare and deliver compelling presentations, proposals, and bids for BIM services.
- Negotiate contracts, pricing, and terms with clients to ensure mutually beneficial agreements.
- Achieve or exceed sales targets and contribute to the overall growth of the company.

**Collaboration & Teamwork:**

- Work closely with technical teams to ensure a clear understanding of client requirements and to deliver high-quality BIM services.
- Collaborate with marketing to develop promotional materials and campaigns targeting the BIM market.
- Provide regular updates and reports on sales activities, pipeline status, and market insights to management.

**Qualifications:**

- Bachelor's degree in Business, Marketing, Architecture, Engineering, or a related field. A Master's degree is advantageous.
- 2-3 years of experience in business development, sales, or a related role within the AEC industry, with a focus on BIM services.
- Exceptional communication and presentation skills, with the ability to convey intricate technical concepts to diverse audiences.
- Strategic thinker with a results-driven mind-set and a commitment to driving customer triumph.

Join our team and be part of a dynamic organization at the forefront of BIM innovation, empowering the construction sector to operate smarter and more effectively.

Apply now to seize the opportunity to become our **Business Development Executive** and contribute to shaping the future of construction technology.