



California

Director of Business Unit | U.S. West Coast

DESCRIPTION

BONE Structure is a technology company that designs and delivers a high-performance building system. The BONE Structure steel system is patented in 25 countries, and is used to build healthy, comfortable, and sustainable homes by clients and developers alike. We use a step-by-step process and integrated state-of-the-art technology to make the homebuilding experience uniquely enjoyable. We offer in-house services including design, architecture, project management, structural analysis, engineering and more.

With more than 35 professionals including architects, engineers, project managers, etc., we are a dynamic and innovative company continuously searching for creative talent to join our multidisciplinary team.

PROFILE

- Strong leadership and team building skills
- Truly enjoy interfacing with clients, building long-term relationships and closing long-cycle high-value sales
- Experience in management role and articulating and executing on a vision
- Thrives in small team environments, and is flexible and adaptable to change in a rapidly growing organization
- Able to navigate and thrive in a remote working environment with a strong sense of autonomy, ownership and focus on delivering results
- Technical knowledge of building science, building systems and construction methods.
- Relevant experience in technical sales and exposure to operations/project management

KEY RESPONSIBILITIES

- In charge of overall P&L of entire business unit
- Develop and execute on a strategy to growth business unit top and bottom line with a strong focus on customer acquisition and sales
- Final point of contact with prospective clients to close sales of Agreement for Design Services, and oversee inside sales reps
- Support and oversee business unit Project Managers and Construction Managers during the entire project execution phase
- Local face of the organization to clients, in charge of resolving escalated customer issues
- Develop and maintain strong network and relationships with local partners, including GCs, Designers, Architects and Building Officials
- Attend and participate in information sessions, open houses, trade shows, promotion workshops and other promotional events
- Will be sitting in the Management Committee as part of the leadership team for the entire BONE Structure organization.



REQUIREMENTS - TECHNICAL

- Bachelor's Degree in Engineering/Architecture or Business. Master's degree is a plus, especially when combining two of the former fields.
- 10 years of experience in the construction/design industry, preferable in the residential market with roots in Northern California
- Experience with CRM (Salesforce) and Project Management Tools
- Compensation package includes both a base salary and commission structure
- Location: Flexible/Remote within the Bay Area

Please send your application to:
hr@BONEstructure.ca