



## **Business Development Consultant - AGC Contractors**

BuildSite designs and develops software for construction professionals. Our mission: to help talented people be more productive, so they can focus on the parts of their job they love to do.

We have recently released [Submittal.com](https://www.submittal.com), software to cover the entire construction submittal process. The application, which is patented, enhances project QC, takes a load off engineers and PM's, and delivers an as-built project record for facility management. It can create serious value for GCs and their owner customers.

We are looking for a Business Development Consultant to introduce us to principals in the AGC contractor community. Our specific focus is on regional contractors as well as the regional offices of ENR 400 companies. The objective would be to create awareness of Submittal.com and its applications, identify decision makers, work toward setting up one or more pilot projects, and, ultimately, bring these companies on as paying customers.

This position would be a perfect fit for a recently retired senior executive or an independent consultant with an existing practice. It requires familiarity with existing construction software platforms as well as an in-depth knowledge of the project cycle from concept through operations. VD&C is a plus. Both time commitments and geography would be flexible. Compensation would include a monthly retainer plus incentives.

Interested? We would be delighted to talk with you. Please contact Ned Trainor, [ned@buildsite.com](mailto:ned@buildsite.com), (510) 205-8004.

*December 2021*