



Business Development Manager

Since 1980, Dyna Ten (a Comfort Systems USA Company) has been successfully providing Commercial Service and Construction Solutions to the greater Dallas/Fort Worth market. We partner with our customers and understand that technical expertise and flawless execution is what they expect, and what Dyna Ten consistently delivers. This is why customers continue to rely on Dyna Ten to be their chosen provider for HVAC and Plumbing Service solutions. Dyna Ten continues to grow and so does our need for top level talent. We offer tremendous long-term career opportunities, excellent benefits, and a work environment designed to help you succeed and grow!

Job Opportunity

Dyna Ten is seeking an energetic and solutions minded Business Development Manager to join our team! You will be in a highly visible position and will help develop and execute the organizations strategic goals and achieve its financial growth plans. The BDM will build key customer relationships, identify business opportunities, negotiate, and close business deals and represent the company professionally.

Responsibilities

- Prospect and identify new potential customers
- Identify and conduct sales meetings with prospective customers
- Take the lead role in developing proposals and solutions geared towards resolving customer pain and eliminating their concerns and objectives
- Monitor and evaluate industry trends and customer needs
- Develop business pursuit strategies to expand customer contact reach
- Attend networking and marketing events

Requirements

- Strong verbal and written communication skills
- Commitment to integrity and quality
- Positive attitude and self-motivated
- Bachelor's degree in business, communications, or a similar degree
- Proficiency utilizing the Microsoft Office Suite (including CRM)
- Pass a pre-employment drug screen and background check

Dyna Ten offers one of the best incentive and benefits packages in market. On top of exceptional health, dental and vision insurance, we offer a yearly incentive program, compensation for Technician commute time, paid vacation, 401(k) with a healthy company match, company paid life insurance, and much more.

Dyna Ten is an equal opportunity employer, including disabled and veterans.

If interested in joining our team, please contact Kyle Hogue at 817-616-2200 or at khogue@dynaten.com