



### **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

**APPLY HERE - <https://forms.office.com/r/4pMVNhLjs2>**

EEO Statement – DynaTen is an equal opportunity employer that is committed to diversifying its workforce. DynaTen, Inc does not to discriminate against any applicant for employment, or any employee because of age, color, sex, disability, national origin, race, religion, or veteran status. The statements contained in this document are intended to describe the general nature and level of work being performed by a colleague assigned to this description. They are not intended to constitute a comprehensive list of functions, duties, or local variances. Management retains the discretion to add or to change the duties of the position at any time. This job description in no way states or implies that these are the only duties to be performed by the employee(s) of this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the employee(s) will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an at will relationship.