

# **SUBSURFACE, INC**

**Drainage Structure Maintenance & Repair**

**Position:** Business Development  
**FLSA:** Exempt  
**Location:** Company Wide  
**Reports To:** Chief Executive Officer  
**Revision Date:** February 2025

## **Purpose**

The Business Development position is responsible for growing our trenchless technology business by identifying new clients, building relationships, and promoting our CIPP lining, hydro excavation, and pipeline rehabilitation services. This position will use strong communication and sales skills to effectively convey the benefits of trenchless technology solutions to municipalities, contractors, and utility companies.

## **Essential Duties**

- Develop and maintain relationships with municipalities, contractors, engineers, and utility companies
- Identify new sales opportunities and generate leads through cold calling, networking, and industry events
- Educate potential clients on the benefits of CIPP lining, sewer rehabilitation, hydro excavation, and trenchless pipeline solutions
- Prepare and deliver sales presentations, proposals, and bids
- Work closely with project managers and field crews to ensure successful project execution
- Stay up to date on industry trends, competitor activity, and market developments
- Achieve sales targets and contribute to company growth
- Maintain accurate records of client interactions, sales progress, and project opportunities using CRM software
- Attend trade shows, conferences, and networking events to promote company services
- Represent Subsurface, Inc. in a positive and professional manner with customers and within the community
- Other duties as assigned

## **Qualifications**

### ***Required***

- Previous sales experience (preferably in construction, trenchless technology, or underground utilities)
- Strong interpersonal and communication skills with the ability to build lasting relationships
- Self-motivated and goal-oriented with a proven track record of meeting or exceeding sales targets
- Ability to read and interpret technical documents, blueprints, and project specifications
- Proficiency in Microsoft Office Suite and CRM software
- Ability to travel, as required to meet clients and attend industry events
- Valid Driver License and clean driving record
- Motivated and results-driven
- Ability to handle and resolve interpersonal conflict
- Ability to perform in a fast-paced, stressful work environment
- Ability to respond quickly, accurately, and professionally to demands and requests from customers and employees
- Exemplifies Subsurface, Inc's Core Values

**Preferred**

- Experience selling to municipalities, contractors, and engineering firms
- Knowledge of trenchless technology, CIPP, or utility infrastructure
- Knowledge of CIPP, hydro excavation, pipeline rehabilitation, or sewer/stormwater systems
- Bachelor's degree in business, marketing, construction management, or a related field

**Physical Requirements**

Light Work - Exerting up to 20 pounds of force occasionally or up to 10 pounds of force frequently, or a negligible amount of force constantly to move objects. A job/occupation is rated Light Work when it requires: (1) walking or standing to a significant degree; (2) sitting most of the time while pushing or pulling arm or leg controls; or (3) working at a production rate pace while constantly pushing or pulling materials even though the weight of the materials is negligible.

*This position description does not list all the duties of the position. You may be asked by supervisors or managers to perform other duties. You will be evaluated in part based upon your performance of the tasks listed in this position description. The employer has the right to revise the position description at any time. The position description is not a contract for employment, and either you or the employer may terminate employment at any time, for any reason, without notice.*

If you are a driven sales professional with an interest in trenchless technology and underground infrastructure solutions, we encourage you to apply for our Business Development position today!