

Location: Fairfield, ME

Job Type: Full Time / Competitive Salary Commensurate with Experience

Who We Are:

Sheridan Construction is one of Maine's premier commercial building contractors, providing general contracting, design-build, construction management, and engineering services to our clients. As Maine's Career Butler Builder®, we provide turnkey pre-engineered metal building, conventional steel, and wood building solutions. Founded in 1947, we are proud of our 75+ year history, experienced and skilled workforce, and strong reputation for quality and integrity.

Position Description:

- Strategic leadership responsibilities focused on business development, key accounts management, and direct the Sales Dept. in all facets of the full sales cycle from initial lead generation to contract closing. Oversight of building estimating and bidding processes, including but not limited to approving material takeoffs and subcontractor solicitations. Also includes collaboration with the Construction and Engineering Departments to ensure alignment with company capabilities.

Key Responsibilities:

- Sales Strategy & Execution: Develop and implement effective sales strategies tailored to the building construction industry to exceed revenue targets and expand market share.
- Team Leadership: Recruit, train, and motivate the Sales Dept.; set individual and team goals; and conduct regular performance reviews.
- Business Development: Identify new market opportunities and build long-term relationships with key stakeholders and decision-makers.
- Proposal & Contract Management: Develop and review prime contract documents. Coordinate with the Sales Dept. to develop accurate proposals and respond to RFPs. Include reviewing subcontractor proposals for completeness, scope accuracy, and project requirement compliance.
- Client Relationship Management: Ensure high levels of customer satisfaction through proactive communication, meeting deadlines, and seamless project hand-off to the Construction & Engineering Depts.
- Estimating / Budgeting: Simultaneously support the Sales Dept. on multiple estimates / bids while meeting deadline requirements.
- Scheduling: Develop preconstruction services schedules, as well as preliminary construction schedules, with consideration to project specific requirements and company capabilities.
- Market Intelligence: Monitor industry trends, competitor activities, technological changes, and regulatory changes to adjust strategies as needed.
- Reporting: Create and issue monthly and quarterly reports focused on current prospects, probabilities, and projected growth to Ownership and other department leadership.

The Sheridan Corporation is an Affirmative Action and Equal Opportunity Employer.
To apply, please visit our website at, www.sheridancorp.com
For further information contact us at (207) 453-9311.
ALL INQUIRIES ARE CONFIDENTIAL.



Essential Qualifications:

- Bachelor's Degree plus five (5) years related construction sales leadership experience required.
- Excellent math skills with an analytical mind, paying attention to details is a must.
- Strong negotiation, relationship building, effective written and oral communication skills.
- Ability to multi-task and manage changing priorities - requiring exceptional organizational skills.
- Proficient computer skills including MS Office products.
- Knowledge of Sage Estimating, on-screen takeoff, and Procore are preferred but not required.
- The willingness to travel throughout Maine and New Hampshire requiring seldom overnight lodging.
- A valid driver's license.

Sheridan Construction is ready to offer you:

- A culture that values opportunity for growth, skills development, and internal promotion.
- Support from the Sales Dept.
- Continuous employment investing in your career growth.

Benefits:

- 401(K) Match
- Health insurance
- Dental insurance
- Life insurance
- Paid Time Off / Earned Paid Leave
- Paid Holidays
- Cell phone reimbursement
- Company vehicle for business purposes
- Competitive per diem when assignments require overnight travel

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