



***Building Relationships Since 1957.***

A photograph showing several people in a meeting. One person in a blue and white plaid shirt is writing on a clipboard. Another person is pointing at the clipboard. A blue hard hat is visible in the foreground. The image has a warm, slightly blurred background.

**If You Have the Motivation,  
We Have the Destination.**

## **Position: Business Development Executive**

J&S Construction® is a fourth generation, family-owned and operated, General Contractor that employs approximately 80 of the finest craftsmen and trade professionals in the industry. Our diverse portfolio includes new construction and renovation services for commercial, healthcare, religious, government and industrial facilities. Having completed more than 250,000 square feet of LEED® certified space for private owners and government entities, we are also one of the foremost builders of LEED-certified buildings in Tennessee.

Located in Middle Tennessee, J&S Construction is strategically placed to provide services to the Southeast as well as various other states. Having completed projects from Kansas to Florida and Texas to Virginia, J&S Construction is able to perform general contracting services in more than 30 states. The majority of our work is completed within 100 miles of our corporate headquarters, located in Cookeville, Tenn. We are one of the oldest and largest construction companies between Nashville and Knoxville. Our strategic plan is not to be the biggest, but to be the best, and to be large enough to successfully serve all of our clients' needs. We have a repeat client rate of over 75% each year and 99.6% of our clients, at the conclusion of their projects, say they will use J&S Construction on their next project.

At J&S Construction, we're a close-knit team where joining us feels like becoming part of a family. As a Business Development Executive, you'll collaborate with our Pre-Construction, Project Management, and Executive teams to drive new business opportunities. Your role includes: Client Engagement (25%) – Prospecting and building relationships; Estimating Support (30%) – Assisting in budget preparation; Presentations (30%) – Crafting and delivering client proposals; Site Coordination (15%) – Visiting job sites to ensure alignment with commitments.

While you'll be involved in project discussions, this role does not require direct project management.

We offer a base salary plus commission with significant earning potential. Our competitive compensation reflects our commitment to long-term success—the average tenure of our Business Development team is nearly 15 years. Hard work and innovation can lead to substantial income in this role.

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While this position differs from a traditional business development role, it is highly rewarding due to the direct impact you'll have on helping clients achieve success with their facilities and capital projects. **A background in engineering, architecture, or construction methods and materials is key to excelling in this position.**

At J&S Construction, we invest in our people. You'll have the backing of: the Director of Marketing to assist with proposals and communications; an in-house Revit designer to provide building design and modeling support, and a collaborative Business Development team to share insights and expertise.

We prioritize work-life balance with a Monday-Thursday workweek (10-hour days), leaving Fridays free to enjoy time with family and the natural beauty of the Upper Cumberland area.

We're looking for an individual with strong values and unwavering integrity. Our company's long-standing success is a testament to the quality of our team members and God's providence. We want someone eager to be part of Middle Tennessee's thriving community—a place with a strong economy, natural beauty, and an ideal environment to grow both personally and professionally.

If you're looking for a career where you can build lasting relationships, make an impact, and retire with the same company you started with, J&S Construction is the place for you.



## Company Benefits

- Three-day weekends most weeks
- Medical, dental, and vision insurance
- 401(k) with employer matching
- Short- & long-term disability insurance
- Paid vacation & holidays
- Bi-annual profit-sharing bonuses
- Company-sponsored education & training
- Career growth opportunities

If interested in joining the J&S Construction Family, send your resume and cover letter to [careers@jsconstruction.com](mailto:careers@jsconstruction.com).

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