



*Building Relationships Since 1957.*



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

## **Position: Business Development Executive**

J&S Construction® is a fourth-generation, family-owned General Contractor built on integrity, quality, and trust. With a team of nearly 80 skilled craftsmen and trade professionals, we deliver new construction and renovation projects across commercial, healthcare, religious, government, and industrial markets.

Headquartered in Cookeville, Tenn., we are strategically positioned to serve clients across the Southeast and beyond. While most of our work is within 100 miles of our home office, our reach extends from Kansas to Florida and Texas to Virginia. As one of the oldest and largest construction firms between Nashville and Knoxville, our mission isn't to be the biggest—but the best. That commitment shows in our repeat client rate of more than 75% annually and a 99.6% client satisfaction rate.

At J&S Construction, joining the team means joining a family. As a Business Development Executive, you'll work alongside our Pre-Construction, Project Management, and Executive teams to create new opportunities and strengthen relationships. Responsibilities include: Client Engagement (25%) – Prospecting and relationship-building; Estimating Support (30%) – Assisting with budgets; Presentations (30%) – Preparing and delivering proposals; Site Coordination (15%) – Job site visits to ensure client alignment.

This role is not project management; it's about building trust and driving business growth.

**We seek a professional with a background in engineering, architecture, or construction methods and materials and someone with integrity, strong values, and a passion for building lasting relationships.** Our company's long-standing success is a testament to the quality of our people and God's providence. If you're looking for a career where you can make an impact, grow personally and professionally, and retire with the same company you started with, J&S Construction is the place for you.

**J&S CONSTRUCTION, WHERE AMBITION MEETS OPPORTUNITY.**

[WWW.JSCONSTRUCTION.COM](http://WWW.JSCONSTRUCTION.COM)



***Building Relationships Since 1957.***

## What You'll Do

- Pursue and secure sales opportunities that align with company goals.
- Build and maintain strong client, designer, real estate, and civic net works.
- Lead high-quality responses to RFQs/RFPs and develop compelling presentations.
- Serve as a public representative of J&S Construction in the market.
- Update sales records and monitor progress against team objectives.
- Review business trends and client feedback to support growth strategies.
- Contribute to key account planning and actively support team sales efforts.



## What We're Looking For

- Education: Bachelor's degree in engineering, architecture, construction management, or a related field preferred.
- Experience: Five (+) years in construction; five (+) years in business development. Industrial and commercial construction background strongly desired. Established client connections in advanced manufacturing or processing industries highly valued.
- Skills: Strong knowledge of construction practices, estimating, and pricing; excellent communication and relationship-building; ability to influence and deliver service excellence; self-motivated and creative with a passion for deal-making.



## 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).

**J&S CONSTRUCTION, WHERE AMBITION MEETS OPPORTUNITY.**

[WWW.JSCONSTRUCTION.COM](http://WWW.JSCONSTRUCTION.COM)