



BUSINESS DEVELOPMENT MANAGER

For more than five decades, RVK Architecture has helped clients create environments that strengthen communities and enrich lives. Our culture is built on collaboration, innovation, integrity, and a commitment to exceptional client service. As a recognized workplace and industry leader, we invest in our people, foster professional growth, and encourage meaningful involvement in the communities we serve.

What You'll Do

- » With firm leadership, develop and execute business development strategies aligned with the firm's strategic growth objectives.
- » Identify, qualify, and track opportunities through all stages of the pursuit lifecycle.
- » Build and maintain relationships with clients, partners, consultants, and industry influencers.
- » Lead client outreach efforts, including meetings, networking activities, and strategic introductions. Conduct market research and competitive analysis to identify emerging trends, target clients, and growth opportunities.
- » Collaborate with leadership, marketing, and technical staff to develop pursuit strategies, win themes, and client engagement plans.
- » Support major proposals, interviews, and presentations to position the firm for success.
- » Maintain and leverage CRM systems to track client activity, opportunities, and business development performance.
- » Represent the firm through participation in professional organizations, industry events, and community engagement initiatives.
- » Monitor business development metrics and provide regular reporting and recommendations to firm leadership.

What We're Looking For

- » Bachelor's degree in Marketing, Business, Communications, Architecture, or a related field preferred.
- » 5+ years of business development, client development, marketing, or sales experience, preferably within the Architecture, Engineering, and Construction (AEC) industry, but not required.
- » Demonstrated success building relationships and generating new business opportunities.
- » Strong communication, presentation, and interpersonal skills.
- » Experience managing CRM platforms and business development pipelines
- » Ability to collaborate effectively with technical professionals and executive leadership.
- » Active involvement in industry organizations and professional networks.

» Success in Year One

- » Strengthen relationships with key clients, partners, and community stakeholders.
- » Increase qualified opportunities within targeted market sectors.
- » Enhance CRM utilization, pipeline visibility, and opportunity management.
- » Support pursuit efforts that improve win rates and project capture success.
- » Establish RVK as a strong presence in strategic industry, professional, and community organizations.
- » Contribute to the continued growth and visibility of RVK Architecture throughout Texas and beyond

Benefits

- » Salaried position; commensurate with experience
- » Bonuses
- » Profit sharing opportunities
- » Professional development, including in-house mentorship program
- » Medical, dental, vision, and life insurance
- » Disability insurance
- » Paid company holidays
- » Paid PTO
- » 401(k) retirement plan
- » Charity and community involvement
- » Family-oriented culture

Contact

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RVK is a drug-free workplace. RVK is an equal-opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, age, genetic information, sexual orientation, status as a protected veteran or status as a qualified individual with a disability, or any other characteristic protected by Federal, State and Local Law.