

Holmes Structures is a California structural engineering firm, with offices in Los Angeles and San Francisco. We are part of the New Zealand based [Holmes Group](#), with offices around the Pacific Rim.

Compelled by the possibilities, we are relentlessly pursuing Why – to create what is Best. We ask great questions, do great thinking, and deliver beautiful design.

Holmes pushes boundaries. We put no limits on individual potential. Basing rewards and advancement on achievements and entrepreneurship, not just seniority. This also means taking an imaginative and resourceful approach to projects, challenging established convention, and using cutting-edge technologies. If you are a person who pushes the boundaries – in your achievements, interests, and abilities – then we want you as part of our energetic and collaborative teams.

We are seeking a Business Development Manager with 5+ years' experience for our Los Angeles office. Candidates should have a B.S./M.S. degree, and a minimum of 5+ years of related experience. Must be fast learners, ambitious, have the ability to handle increased responsibilities, have excellent verbal and written communication skills, and be able to interact effectively with clients, project teams, and colleagues.

Check us out at [www.holmesstructures.com](http://www.holmesstructures.com) and send your resume with cover letter to [hr@holmesstructures.com](mailto:hr@holmesstructures.com)

**Essential Functions of this position include:**

- Develop new project opportunities with new and existing clients.
- Attend meetings, conference calls with clients.
- Follow market trends and build company knowledge of project experience and client connections.
- Identify new opportunities for securing new projects and / or client relationships.
- Maintain and build relationships with peers at client companies.
- Work closely with Principals, colleagues in Holmes and market industry leaders.
- Prepare and complete business development action plans.
- Identify opportunities related to client requirements; defining market, competitor's share, and competitor's strengths and weaknesses.
- Improve marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Sustain rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
- Provide information by collecting, analyzing, and summarizing data and trends.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.