

United States Jobs Expertini®

Facility Services Business Development Manager

[Apply Now](#)

Company: UG2

Location: West Palm Beach

Category: other-general

UG2 is recruiting a Facility Services Business Development Manager, with opportunities available in our West Palm Beach, Florida offices. This role is crucial in supporting sales activities in Facility Services (Janitorial, Engineering & Landscaping) across the Southeast region and building on the current pipeline in the respective market. The successful candidate will be responsible for developing target plans, growing the pipeline to meet new business targets, and driving sustainable financial growth. A blend of enthusiasm, energy, and drive is essential for success in this role.

Position Requirements: Minimum 2 years of experience as a business development manager, sales executive, or in a relevant role. Experience in the facilities service industry and/or corporate real estate market with an existing network of potential prospects is required. Innate drive to succeed, take initiative, and ability to work under pressure in new environments. Strong organizational skills and exceptional client relationship management abilities. Proficient in communication, influencing, and facilitation, capable of engaging with audiences from large groups to individual senior roles.

Key Responsibilities: Developing and nurturing new lead prospects through networking, socializing, using lead generation tools, and other innovative methods. Contacting potential customers to develop relationships and sales, including optimizing sales to existing clients. Researching market trends to create new approaches for generating opportunities. Working in collaboration with UG2 Marketing to create ideas and initiatives for marketing UG2's services effectively. Maintaining and enhancing current client relationships while identifying potential new clients. Developing customized solutions for new business pursuits, understanding client needs through rigorous techniques. Managing the bid

process from initial request through to award.Meeting target requirements, including sales numbers and profitability goals.Maintaining a comprehensive understanding of UG2 services and capabilities, and proactively researching market innovations.Generating and presenting weekly reports on sales lead pipelines and ongoing pursuits.About UsUG2 is committed to delivering the highest standard of facility services and solutions in the commercial, corporate, education, retail, public venue, healthcare, life science and industrial markets.Founded in 2012, UG2 is privately held and headquartered in Boston, Massachusetts. We also have regional offices in Chicago, Washington, D.C., New York City, West Palm Beach, Los Angeles and Sunnyvale.EOE/M/F/D/VJob Type: Full-timePay: \$70,000.00 - \$80,000.00 per yearBenefits:401(k)Dental insuranceHealth insurancePaid time offVision insurance

[Apply Now](#)

Cross References and Citations:

1. Facility Services Business Development ManagerDominicanrepublicjobs Jobs West Palm Beach Dominicanrepublicjobs ↗
2. Facility Services Business Development ManagerFrancejobs Jobs West Palm Beach Francejobs ↗
3. Facility Services Business Development ManagerGoogleforjobsposting Jobs West Palm Beach Googleforjobsposting ↗
4. Facility Services Business Development ManagerJobsinnigeria Jobs West Palm BeachJobsinnigeria ↗
5. Facility Services Business Development ManagerErpjobs Jobs West Palm Beach Erpjobs ↗
6. Facility Services Business Development ManagerJobslibrary Jobs West Palm Beach Jobslibrary ↗
7. Facility Services Business Development ManagerSingaporejobs Jobs West Palm BeachSingaporejobs ↗
8. Facility Services Business Development ManagerBotanyjobs Jobs West Palm Beach

Botanyjobs ↗

9. Facility Services Business Development Manager Videoplatformjoblistings Jobs

West Palm Beach Videoplatformjoblistings ↗

10. Facility Services Business Development Manager UltimatejobfinderJobs West Palm

Beach Ultimatejobfinder ↗

11. Facility Services Business Development Manager Indonesiajobs Jobs West Palm

Beach Indonesiajobs ↗

12. Facility Services Business Development Manager Recruitmentjobs Jobs West Palm

Beach Recruitmentjobs ↗

13. Facility Services Business Development Manager HungaryjobsJobs West Palm

Beach Hungaryjobs ↗

14. Facility Services Business Development Manager Europajobscentral Jobs West

Palm Beach Europajobscentral ↗

15. Facility Services Business Development Manager Searchlondonjobs Jobs West

Palm Beach Searchlondonjobs ↗

16. Facility Services Business Development Manager Technologyjobs Jobs West Palm

Beach Technologyjobs ↗

17. Facility Services Business Development Manager Cinemajobs Jobs West Palm

Beach Cinemajobs ↗

18. Facility Services Business Development Manager HongkongjobsJobs West Palm

Beach Hongkongjobs ↗

19. Facility services business development manager Jobs West palm beach ↗

20. AMP Version of Facility services business development manager ↗

21. Facility services business development manager West palm beach Jobs ↗

22. Facility services business development manager Jobs West palm beach ↗

23. Facility services business development manager Job Search ↗

24. Facility services business development manager Search ↗

25. Facility services business development manager Find Jobs ↗

