

## **PERFORMANCE SERVICES, INC.**

Performance Services is a design-build engineering company headquartered in Indianapolis, IN that specializes in constructing and renovating schools, universities and healthcare facilities to deliver optimal environments through both the Guaranteed Energy Savings Contract and Design-Build procurement methods. Innovative wind power and geothermal systems are integral to the energy services portfolio. The company has provided energy and building solutions to customers since 1998 and is the leading qualified provider of guaranteed energy savings projects and ENERGY STAR labeled schools. Markets served include Indiana, Illinois, Michigan, Wisconsin, Texas, Missouri, Arkansas and Kentucky.

### **Position Title: Business Development Manager**

#### **Position Summary**

Business Development Manager is responsible for maintaining existing relationships and cultivating new relationships for the purpose of growing the Performance Services business. BDM's are involved with executing strategic selling initiatives, along with the planning and execution of bid and proposal activities. BDM's will collaborate with Lead Engineers and Project Managers for the synchronized effort of all internal and external resources to accomplish business development and sales objectives.

#### **Minimum Experience/ Education Required:**

- 5+ years with working on project teams
- 3+ years leading project teams
- 3+ years executive level sales experience
- Bachelor's degree

#### **Preferred Experience/ Education:**

- 5+ years of business development experience
- Working with school corporations; specifically K-12

Performance Services, Inc. provides a competitive salary, medical/ dental/ vision/ life insurance coverage, 401(k), and educational assistance. Performance Services provides a positive team environment where all employees have the opportunity to fulfill their potential while performing meaningful and rewarding work. Our culture is reflective of our values and we are committed to serving our customers with our fullest capabilities every day. For additional information on Performance Services, Inc. please visit our website at [www.performanceservices.com](http://www.performanceservices.com).

Apply online at: [http://www.performanceservices.com/our\\_team/psi\\_careers/current\\_openings](http://www.performanceservices.com/our_team/psi_careers/current_openings)

Contact Josh Drake at [jdrake@performanceservices.com](mailto:jdrake@performanceservices.com) for more information.

*Performance Services, Inc. is an EEO employer that values integrity and workplace diversity.*

*All qualified applicants are encouraged to apply.*