



ACCOUNT EXECUTIVE (EASTERN/SOUTH-CENTRAL PENNSYLVANIA)

Warfel Construction Company, one of Central Pennsylvania's oldest and largest providers of construction management, design/build, and general contracting services is looking for Account Executives to join its growing team. Serving clients throughout the Mid-Atlantic region, Warfel is widely regarded among the industry for its efforts in sustainable building practices, ethical standards, and providing innovative construction solutions.

The primary responsibility of our account executives is to identify and develop prospects meeting our Clients for Life standards.

RESPONSIBILITIES

- Initiate and develop new Client for Life prospects. Account Executives have direct responsibility for the accounts they develop.
- Arrange appointments and facilitate meetings with Clients for Life prospects, existing clients, design professionals, and Warfel personnel. Account Executive goals will be established annually.
- Join organizations and actively participate in associations to actively promote Warfel construction Company.
- Responsible for assisting in developing responses to Requests for Qualifications, and Requests for Proposals.

In addition to the responsibilities listed above, account executives will be available to attend trade shows and other client functions throughout the year. Some of these events will require travel and overnight stays at the respective venues. Account Executives are expected to perform additional duties and functions not detailed above but necessary for the successful achievement of their respective goals.

QUALIFICATIONS

- B.S. degree from an accredited college or university.
- 8 to 10 years relevant experience in business development of construction operations.
- Proven self-starter – responsible for developing individual work schedule.



- Culturally aligns with our company values of Honesty, Integrity, Accountability, Initiative and Teamwork.

Competitive salary and benefits offered. Warfel Construction is an Equal Employment Opportunity Employer.