



Business Development Leader – Dallas, TX

Our Company

Datum Engineers is a premier structural engineering firm focused on innovative engineering solutions for complex vertical construction.

Our Mission

We continually raise the bar for structural engineering excellence for our clients as we design and care for exceptional structures where people create, explore, and thrive. We challenge, support, and encourage one another, and share in the rewards.

The Opportunity

We are seeking a business development leader in our Dallas office, where we have a diverse book of business with core clients in a wide range of building types and market sectors, including: education, healthcare, lab & research, cultural, commercial, multi-family residential, and civic buildings. We are looking for someone who is embedded in the Dallas design and construction community and brings with them a strong base of relationships of their own with other business development professionals in our industry in DFW.

The ideal candidate is a great communicator, positive, and proactive team player with a can-do attitude, someone who is flexible and self-motivated. A passion for business development in the A/E/C industry, and someone who is looking for growth opportunities in a stable environment with a great culture.

In addition to the primary focus of business development efforts in DFW, the Dallas BD leader will work collaboratively with the Austin/SA BD leader to cover opportunities throughout Texas, and to support our Principal in Chicago in his local BD efforts.

The Dallas BD Leader will report to the Dallas office Managing Principal, Rodolfo D'Arlach, and will work closely with Austin/SA BD leader Erika Passailaigue to strategize firm-wide BD efforts and marketing priorities.

Ownership Opportunity

Datum is now in our third generation of 100% employee ownership. In keeping with our “share in the rewards” mission, we have reinvented ourselves with a broad-based ownership model wherein nearly half of our staff members have some level of ownership stake in the company, with no single owner greater than 15%. All employees at the Associate level and above are eligible for ownership.

Qualifications

- Bachelor's degree in related field preferred but not required
- 10-20 years of experience in business development and marketing in the A/E/C industry
- Strong communication and interpersonal skills
- Ability to build and maintain strong relationships with clients and industry professionals
- Excellent presentation and proposal development skills
- Knowledge of A/E/C industry trends
- Ability to set priorities for your own work efforts, focusing on the most important relationships to build, projects to pursue, and collateral materials to develop
- Excellent team player, committed to bringing out the best in engineer teammates and seeing others succeed in what they do
- Strong organizational and time management skills
- Know what you're good at, and when you can use some expert help



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Responsibilities

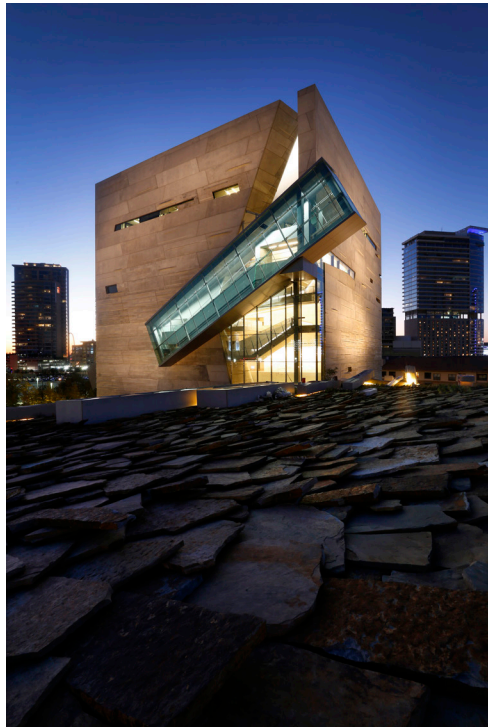
- Identify project leads with Owners, Architects, and Contractors, especially in the DFW area but also throughout our region.
- Network within the A/E/C industry and identify specific decision makers within targeted firms we want to work with.
- Help maintain new and existing client relationships, especially with core clients.
- Facilitate, support, and encourage Dallas Principals in their efforts to develop client relationships by individual coaching, assisting with networking, identification of opportunities for engagement in industry events and activities, and feeding them information on upcoming pursuits and project opportunities.
- Lead regular business development meetings with the Dallas Principals.
- Provide additional business development & marketing support for the other offices. Erika Passailaigue is BD Director for Austin & SA offices. Our new startup office in Chicago has no local BD or marketing professionals, so we help support that office with the development of support materials.
- Work with marketing coordinator and/or graphics specialist to keep marketing materials current and provide input on new marketing materials to be developed.
- Review/may need to assist in development of proposals and qualifications for prime pursuits as well as teaming pursuits.
- Coordinate and assist with interview prep and presentations.
- Push for, and assist in development and editing of articles for publication and awards submissions to make sure these pieces are available for process marketing.
- Support the passion for the Art of Structural Engineering, and the industry by coordinating our involvement in local events.
- Identify and attend industry conferences, events, meetings, etc.
- Contribute ideas for internal and external marketing for promotions, project news, awards etc.
- Support the corporate marketing needs of the firm, helping identify and improve corporate BD and marketing efforts to develop ideas and processes which support BD efforts, including the website, social media, collateral materials, etc.
- Assist in planning social activities for the Dallas office.

Art of Structural Engineering

From our roots in 1937, we have always been a Texas-based firm devoted to practicing the Art of Structural Engineering, seeking to empower our clients' vision through innovation, expertise, and a can-do spirit. Our diverse work includes literally all shapes and sizes of buildings that are tremendously important to our communities. And more than ever, we are committed to growing our stewardship of resources through our designs.

KEY ATTRIBUTES

Experience and Stability
Expertise and Innovation
Award Winning Design
Committed to Net Zero



WE'RE ON A MISSION . . .

To work collaboratively with our clients to design and care for buildings where people create, explore, and thrive.

To continually raise the bar for structural engineering through our work together.

To encourage, challenge, and support one another, and share in the rewards of what we accomplish together.

BECAUSE WORK IS JUST ONE ASPECT OF OUR LIFE . . .

We love our work, and we care for each other. We also know it's important that you have room in your life to take care of yourself and others by investing your time in the other things that matter in life. Your family is a big deal for us, because it matters to you.

WE'RE IN IT FOR THE LONG HAUL . . .

We want to invest in you and see you grow, through experience, opportunity, and mentoring.

WE'D LOVE FOR YOU TO JOIN US AS WE STRIVE TO . . .

- Make it better
- Serve faithfully
- Grow as a team
- Engage as a family
- Enjoy what we do

