



DIRECTOR OF BUSINESS DEVELOPMENT

MID-ATLANTIC BASED

The Kiely Family of Companies serves a purpose that's bigger than any person, project, or company. As the Director of Business Development, you will be at the forefront of driving new growth and expanding Kiely's market presence. You'll craft and execute bold strategies to strengthen partnerships, capture new opportunities, and position our engineering and construction services for success across the utility, private, and industrial sectors. In this role, you'll combine market insight, customer engagement, and cross-team collaboration to fuel long-term success—playing a pivotal part in shaping the future direction of the company.



Responsibilities

- Oversee the day-to-day operations of the Kiely Electric division, ensuring efficient service delivery and strong financial results.
- Build a culture of collaboration, trust, and excellence.
- Improve profitability by driving best practices and maintaining high standards.
- Develop and execute strategies to achieve business growth and expand market presence.
- Build and maintain strong relationships with existing customers to ensure satisfaction and trusted partnerships.
- Identify and pursue opportunities to expand commercial electrical service offerings with new customers.
- Track and report business development activities, including pipeline updates, outreach efforts, and market intelligence.
- Collaborate with other Kiely engineering and construction divisions on multidisciplinary opportunities (e.g., data center construction).

Qualifications

- 10+ years of experience in the commercial electrical industry.
- Proven success in managing P&L operations and driving business growth.
- Demonstrated ability to establish and implement organizational standards and best practices.
- Strong organizational and time management skills, with the ability to manage multiple priorities effectively.
- Excellent oral and written communication skills, with strong interpersonal abilities and critical thinking skills.

Skills

- Strong leadership skills with proven ability to drive organizational change.
- Strong business acumen and ability to align HR strategy with business goals.
- Excellent oral and written communication skills.
- Excellent interpersonal and negotiation skills.
- Ability to prioritize and delegate tasks effectively.
- Ability to navigate and adapt across multiple organizational structures and leadership styles.
- Resilience and effectiveness in high-pressure or stressful situations.

