

EJ

Eric Johnson

ABOUT ME

A construction business development manager with 10 years of experience driving revenue growth, securing multimillion-dollar contracts, and fostering relationships with developers, contractors, and government agencies.

PROFESSIONAL EXPERIENCE

CONSTRUCTION BUSINESS DEVELOPMENT MANAGER | URBAN BUILDERS INC., CHICAGO, IL
MAY 2018 - PRESENT

- Secured over \$25 million in new construction contracts by building strong relationships with developers and municipal agencies
- Led contract negotiations that reduced project costs by 15% while maintaining high-quality standards
- Developed targeted sales strategies that expanded the company's market presence, increasing annual revenue by 30%

BUSINESS DEVELOPMENT ASSOCIATE | SUMMIT CONSTRUCTION GROUP, CHICAGO, IL
JUNE 2014 - JULY 2018

- Managed bid proposals and procurement processes, resulting in a 20% increase in project wins
- Conducted market research to identify high-value construction opportunities, leading to over \$10 million in new contracts
- Collaborated with project managers and engineers to align business strategies with operational goals

CERTIFICATIONS

- **CERTIFIED CONSTRUCTION BUSINESS DEVELOPMENT PROFESSIONAL (CCBDP) | CONSTRUCTION MANAGEMENT ASSOCIATION OF AMERICA | JANUARY 2016**

CONTACT



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LinkedIn | Portfolio



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EDUCATION

- **Bachelor of Science (B.S.) in Civil Engineering**
University of Illinois Urbana-Champaign, Champaign, IL |
January 2010 - March 2014

KEY SKILLS

- Commercial and residential development
- Contract negotiations
- Vendor and supplier relations
- Bidding and proposal development
- Strategic planning