

Job Description for:

# Northwest Michigan VP of Client Strategies and Solutions

*Shape the Future of Our Communities*

## Introduction:

Are you a sales leader ready to make a real difference in Northwest Michigan? Imagine a career where your strategic thinking and relationship-building skills directly contribute to vibrant, thriving communities. At Cunningham-Limp, we're not just building structures; we're building a better future for Northwest Michigan, and we need a passionate VP of Client Strategies and Solutions to help us lead the way.

**This is more than just a job.** It's an opportunity to become an integral part of the NWM business community, forge lasting relationships with key leaders, and develop innovative real estate solutions that address the region's most pressing needs. If you're a driven, results-oriented leader with a passion for making a positive impact, we invite you to join our team.

## Why You'll Love This Role:

- **Be a Community Shaper:** Your work will directly influence the growth and development of Northwest Michigan, creating lasting positive change for people and businesses.
- **Lead with Vision:** Develop and execute strategic sales plans that bring transformative projects to life, from initial concept to completion.
- **Build Meaningful Relationships:** Become a trusted advisor to key business leaders, real estate stakeholders, and community influencers.
- **Unleash Your Creativity:** Craft tailored solutions that meet the unique needs of our clients, leveraging your innovative thinking and problem-solving skills.
- **Grow Your Expertise:** Immerse yourself in all facets of the development process, expanding your knowledge and building a rewarding career.
- **Enjoy a Supportive & Rewarding Culture:** At Cunningham-Limp, we value our people. We offer a flexible, collaborative work environment that supports your professional growth and personal well-being. Plus, get unlimited PTO, a remote work program, parental leave, and other great perks!

## Your Mission:

- **Forge Strategic Partnerships:** Cultivate and maintain strong relationships with key business leaders, clients, and real estate stakeholders across Northwest Michigan.
- **Drive Growth & Innovation:** Identify and secure new business opportunities through targeted prospecting, lead generation, and compelling presentations.
- **Lead Real Estate Development** Facilitate strategic developments, manage entitlement and acquisition processes, and prepare financial models for new projects.

- **Collaborate for Success:** Work closely with our internal teams, including preconstruction and marketing, to ensure seamless project transitions and achieve sales and revenue goals.
- **Be a Market Expert:** Conduct thorough market research and analysis to stay ahead of trends, identify opportunities, and anticipate competitive threats.
- **Champion the Cunningham-Limp Way:** Embody our core values of integrity, humility, respect, and a commitment to serving our customers and community.

#### Who You Are:

- **A Strategic Thinker:** You have a degree (or comparable experience) in business, sales, real estate, or construction management, and you possess a deep understanding of the development process.
- **A Relationship Builder:** You excel at building rapport, understanding client needs, and delivering exceptional service.
- **A Results-Oriented Leader:** You're driven, ambitious, and have a proven track record of achieving sales goals.
- **An Effective Communicator:** You're a master of both written and oral communication, able to deliver persuasive presentations and build consensus.
- **A Creative Problem Solver:** You thrive on finding innovative solutions to complex challenges.
- **A Team Player:** You're collaborative, supportive, and committed to the success of the entire team.

#### Benefits & Perks - Because You Deserve the Best:

- Competitive salary and performance-based bonus
- 401k safe harbor match
- Unlimited PTO, flexible schedule, and remote work options
- Parental leave to support your growing family
- Tuition reimbursement to fuel your continuous learning
- Family-friendly events and team-building outings
- Opportunities to give back to the community through employee-influenced charitable contributions and paid volunteer days

### **Our Core Values – The Foundation of Everything We Do:**

- **Humbly Confident:** C-L team members are proud of our expertise but always eager to learn and grow.
- **Integrity:** We do the right thing, even when no one is watching.
- **Become Part of Something Special:** We support each other every step of the way.
- **Make it Better for Others:** Our C-L Team is driven by a desire to create positive change in the world.
- **Serve the Customer Above All Else:** Our clients are at the heart of everything we do.
- **Treat Others with Respect:** We value relationships and believe in treating everyone with kindness and dignity.

### **Ready to Make Your Mark on Northwest Michigan?**

We're looking for exceptional individuals who are ready to make a difference. If this sounds like you, we encourage you to apply!

***Cunningham-Limp is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All qualified applicants will receive consideration<sup>1</sup> for employment without regard<sup>2</sup> to race, color, sex, national origin, religion, age, disability, genetic information, status as a military veteran, or any other characteristic protected by applicable law.***