

**Business Development & Sales Manager**  
**Kelly-Hill • Riverside, Missouri**  
**Short-Loop Rail Construction, Repair & Maintenance**

**About Kelly-Hill:**

Kelly-Hill is a well-respected and established rail-service company based in Riverside, Missouri. We build, repair, and maintain short-loop tracks for industrial, municipal and agricultural customers across the Kansas City region with most of the business being done within a **six-hour drive radius** of Kansas City. We're looking for a field-focused Business Development & Sales Manager who can build relationships, walk track, and spot work that needs doing. The position reports to the President, who has 20+ years of direct experience and fosters a team-based approach to leading Kelly-Hill.

**What You'll Do:**

- Visit rail-served facilities within a six-hour radius of Kansas City.
- Build strong relationships with plant managers, maintenance supervisors, and operations teams.
- Walk track, identify issues, and help customers understand what needs repair or maintenance.
- Prepare quotes and scopes of work with support from our operations team.
- Follow up, negotiate, and close construction, repair, and maintenance jobs.
- Maintain regular contact with existing customers to secure repeat and recurring work.
- Track opportunities, forecast upcoming work, and report activity to leadership.

**What You Bring:**

- Experience in **construction, rail, heavy equipment, or industrial field services** (construction experience especially helpful).
- Strong communication skills and the ability to build trust quickly.
- A high attention to detail and action orientation
- Comfort working outdoors and around heavy equipment.

- A straightforward, honest approach to sales.
- Valid driver's license and willingness to travel regionally.

**Success Looks Like:**

- Growing revenue through new and repeat customers.
- Securing recurring maintenance agreements.
- Becoming the trusted point of contact for customers.
- Keeping a steady pipeline of work and communicating clearly.
- Working closely with the Kelly-Hill field and office teams

**Compensation:**

- Base pay + commission or performance incentives.
- Company truck or vehicle allowance.
- Benefits package.
- Opportunities to grow with the company.