



JOHN BERGESEN

A construction business development manager with six years of experience, specializing in business administration, civil engineering, and strategic planning. A proven track record of expanding market growth for premiere construction firms. Adept at cultivating lucrative client relationships and securing contracts for multi-million dollar construction projects.

CONTACT

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EDUCATION

Master of Business Administration (MBA) | 2018
KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY, Evanston, IL

Bachelor of Science (B.S.) in Civil Engineering | 2016
UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN, Champaign, IL

PROFESSIONAL EXPERIENCE

Senior Business Development Manager, Urban Builders Inc., Chicago, IL | July 2020 to present

- Lead all aspects of business development activities for a premiere construction company, leverage industry connections, and build relationships with clients and strategic partners to generate \$17 million in new contracts
- Manage a team of 15 project managers and business development professionals to prepare proposals and bids for new construction build-outs
- Spearhead the implementation of a new CRM system to manage client relationships and enhance stakeholder communication, contributing to a 92% retention rate

Business Development Manager, Summit Construction Group, Chicago, IL | June 2018 to July 2020

- Defined sales strategies, spearheaded business development initiatives, served as the point of contact for client stakeholders, and secured over \$35 million in new business for a leading construction firm
- Conducted complex negotiations to enhance pricing for vendor contracts, resulting in a 12% reduction in material costs and over \$280,000 in annual savings

KEY SKILLS

- Contract negotiation
- Customer relationship management
- Financial analysis
- Strategic market development

CERTIFICATIONS

- Project Management Professional (PMP), Project Management Institute (PMI) | 2018