

Business Developer of the Year - CANDIDATE QUESTIONNAIRE

1 | Candidate's Statement

SMPS Business Developer of the Year

The Business Developer of the Year award recognizes SMPS members who have demonstrated significant and measurable accomplishments in their role as business developer at their firm at various levels of experience. Nominees must demonstrate significant and measurable accomplishments both procuring and retaining clients in their role as business developer at their firm. This recognition will showcase the vital role of business developers within the A/E/C industries. Provide a brief essay on what receiving the SMPS Business Developer of the Year award would mean to the candidate.

(Limit: 500 words)

2 | Business Development Accomplishments

Summarize and provide examples of the candidate's significant business development accomplishments that can be demonstrated by measurable results and have brought value to your firm and/or the profession. Descriptions of actions and results are required.

Examples:

- Using measurable results, demonstrate business development activities that provide significant growth for your firm such as:
 1. Generating revenue
 2. Gaining new clients
 3. Retaining existing clients
 4. Business strategies and relationships
- Provide examples of how the candidate embraced new technologies
- Provide an example of a successful project pursuit from start to finish.

(Limit: 500 words)

3 | Business Development Leadership

Summarize and provide examples of the candidate's exceptional leadership skills among peers and colleagues, demonstrating collaborative work in business development.

Examples:

- The candidate shows examples of leadership at their firm in their BD role
- Give examples of internal strategies and mentorship provided by the candidate at their firm
- Give examples of how candidate collaborated with diverse groups
- Show how the candidate demonstrated business with integrity while fostering respect for both their firm and the industry as a whole.
- Candidates give examples that demonstrate leadership progression in their career
- Participated in a subject matter expert panel; provided peer-to-peer mentorship; speaking engagements, presentations, writing, etc.

(Limit: 500 words)

4 | Professional Contributions

Summarize and provide examples of contributions by the candidate to helping other industry professionals advance their skills and grow their careers and/or their firms.

Examples:

- Participation in a mentorship program
- Participation in an industry or community organization that helps others advance their skill set or career, such as a coach, advisor, or educator

(Limit: 500 words)

5 | Career Aspirations

Provide a summary that includes examples of how the candidate's professional accomplishments to date will contribute to their career advancement.

Examples:

- Describe the candidate's intended career path
- Describe the candidate's career aspirations for the next 5 years

(Limit: 500 words)

6 | SMPS Engagement

Provide a summary of any volunteer roles and responsibilities at the chapter, regional, and/or Society level or programs in which the candidate has participated as an attendee or presenter. Please distinguish between Society, regional, and chapter-level positions, programs, and awards.

Examples:

- Education program speaking or writing contributions
- Committee or leadership role (i.e., president vs. committee member)
- Awards and recognition (MCA, chapter awards, etc.)

(Limit: 500 words)