

BUSINESS DEVELOPER OF THE YEAR

Fillable Application Form

Award Description: Recognizes a business development professional whose efforts significantly contributed to their firm success.

Conference Connection: This form uses the SMPS SERC 2027 Make Waves theme to reinforce bold ideas, meaningful influence, and measurable outcomes in A/E/C business development.

Eligibility

- Business development professional with 5+ years of AEC experience.
- Demonstrates innovative and creative BD strategies throughout 2025-2026 with measurable contributions to firm success.
- Active SMPS member in a regional chapter.
- Eligible SMPS chapter affiliation.

Eligible regional chapters include Alabama, Atlanta, Charlotte, Central Florida, Nashville, North Florida, Palmetto, Research Triangle, South Florida, Tampa Bay, and Virginia.

Submittal Requirements

- Two letters of recommendation demonstrating accomplishments outside the candidate's normal scope of work that are worthy of distinction.
- One letter must be from a supervisor.
- One letter must be from a member of an eligible SMPS chapter: Alabama, Atlanta, Charlotte, Central Florida, Nashville, North Florida, Palmetto, Research Triangle, South Florida, Tampa Bay, or Virginia.

Section 1 - Candidate Profile

Name	
Title	
Firm	
Years of AEC Experience	
SMPS Chapter	Select
Active SMPS Member?	
Application Contact Email	
Supervisor Name / Title	





Section 2 - Application Narrative

Revenue & Growth Impact. *Please describe how you have had an impact on revenue and growth for your firm.*

- Revenue influenced
- New clients acquired
- Client retention
- Strategic pursuits won

Response guidance: up to 500 words. Focus on 2026-2027 examples and include specific outcomes, metrics, and evidence where available.

Client Development. *Please describe how you approach client development.*

- Relationship-building
- Market expansion
- Key account growth

Response guidance: up to 500 words. Focus on 2026-2027 examples and include specific outcomes, metrics, and evidence where available.





Leadership & Collaboration. *Please describe your approach to leadership and collaboration.*

- Team influence
- Mentoring
- Internal collaboration
- Accomplishments outside the candidate normal scope of work

Response guidance: up to 500 words. Focus on 2025-2026 examples and include specific outcomes, metrics, and evidence where available.

Industry Engagement. *Please provide several examples of how you have served either behind-the-scenes or in a forward-facing role for an industry organization.*

- SMPS leadership/involvement
- Other industry organization leadership/involvement
- Speaking/writing

Response guidance: up to 500 words. Focus on 2025-2026 examples and include specific outcomes, metrics, and evidence where available.





Impact Statement. *Please describe why you feel you have made an impact on your firm and/or influenced others in the A/E/C industry.*

- Why the candidate deserves recognition
- How they have elevated their firm
- How they have influenced colleagues, clients, or the profession
- Why their accomplishments matter

Response guidance: up to 500 words. Focus on 2025-2026 examples and include specific outcomes, metrics, and evidence where available.

Required Attachments

Please provide the required attachments as a part of this application document.

- Resume
- Supervisor's letter of recommendation
- Eligible SMPS chapter member letter of recommendation



Evaluation Reference

For applicant awareness, judges will look for evidence of results, leadership, innovation, and industry contribution. Numbers matter, as do examples of influence beyond the job description and meaningful change introduced by the candidate.

Criteria	Points
Revenue Impact	35
Client Development	20
Leadership	15
Market Growth	10
Recommendations	10
Impact Statement	10
Total	100