



Steel Buildings By Design, LLC

*Providing the best metal buildings in the industry
while maintaining competitive pricing*



Steel Buildings By Design

Ken Blair, the owner and CEO, began his career in the metal building industry in 1989 as a construction technician for one of the top three metal building companies. After spending a year and several months aiding builders with technical, transportation, design and fabrication issues, Ken decided that operations did not align with his career goals, so he set his eyes on becoming a District Sales Manager. By the end of 1990, Ken had become a District Sales Manager for another top three ranked metal building suppliers in America. In under four years, he had made a 250% positive change in total sales, achieved a top volume in excess of \$7 million and was presented with four sales awards in 1993 for his efforts.



In 1994, Ken again set his sights on another world leader in the metal building industry, a Fortune 500 company. As Business Development Manager with this prestigious company, he increased sales in his district 46% in the first year and by his fifth year his district increased from \$4 million annually to over \$10 million, through which efforts he was presented with three National awards. Additionally, Ken contributed to the organizational structure and technical direction of a new division for this company which endures to this day.

By 2012, Ken had returned to the corporate world after taking a hiatus for a few years with his own furnish/erect company, Steel Buildings By Design, LLC, which he formed in 2004. During his last three years representing a world leader in the metal building industry, Ken achieved multiple National sales and recruitment awards and was instrumental in the development of a new media publication.

Ken's return to the corporate world did not dampen his desire to operate his own furnish/erect company. The year 2016 brought Ken once more to seeking ever new and more challenging opportunities, and he looked to his own company, Steel Buildings By Design, LLC. Armed with his years of working through the problems encountered by the builder, his experience as a District Sales Manager has come into play time and again as he works through the issues presented when designing and ordering a metal building project for his own customers.

And this is a challenge in which Ken excels! Through design engineering, Ken has the ability to bring the right solution to the project for the best possible cost.

Let SBBD help you with your next project!

*With a combined 70+ years in the metal building industry,
our capabilities are many.*

Call us today for an appointment, sit down
and tell us how we can help you.
We'll listen, then go to work getting the best and
most cost effective building for your needs!





Through diligent and good business acumen,
Steel Buildings By Design has earned an
A+ Rating



33,000 sq. foot manufacturing plant

Star Building Systems
has been an industry leader for over 75 years.



We chose Star because they share our approach to business!

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