

Title:

Business Development Manager

Company Introduction:

Kelmann Restoration is an award-winning full-service disaster cleanup and property damage restoration company. We provide fire, water, wind, and other disaster property recovery services in Southeastern Wisconsin. Kelmann is family owned and locally operated, and our mission emphasizes community service and employee education. We provide new employees with a paid training program to ensure the ability to gain skills you will need to succeed.

Job Description:

We are looking for a full-time Business Development Manager who will be responsible for finding, developing, and maintaining sales opportunities and relationships in residential and commercial property damage claims. A person in this role will maintain and develop relationships with clients while utilizing a CRM software, participate in direct marketing activities and facilitate services and communication to customers. An ideal candidate demonstrates excellent customer service, has a knowledge of home construction. This role is meant for someone who is empathetic, self-motivated, and is able to sell services in a fast-paced environment.

Top Benefits and Perks:

As a team member at Kelmann Restoration, you will enjoy:

- Health, Vision, Dental, Life, and Disability insurance
- PTO & paid holidays
- 401K with company match
- 24/7 access to on-site fitness center with personal trainer
- Cell phone & access to a company vehicle
- Mentorship program to grow within the company
- Mileage reimbursement

Location:

Kelmann Restoration is located in Wauwatosa, WI. This position requires the candidate to report in-person and travel to job sites and businesses within Southeastern Wisconsin.

Requirements:

- College Degree (2 or 4 year) or 2-4 years' experience in sales or related field.
- Proficient in technology usage such as cell phone and computer.
- Knowledge of CRM software is encouraged.
- Commitment to Customer Service.
- Display strong collaborative ability with peers, subordinates, and managers.
- Ability to stand on feet for long periods of time and lift 50lbs occasionally.
- Must be able to pass a background check and have a valid driver's license with a clean driving record.
- Fluent in English (required). Bilingual in English and Spanish is a plus, but not required.