

We are a thriving and expanding company based in Santa Rosa/Windsor, and we are looking to add to our amazing team!

Do you have a “magnetic” personality? Are people naturally drawn to you? Do you enjoy building relationships?

We are seeking an enthusiastic, organized and energetic client and business development professional who;

- + has boundless positive energy
- + is coachable and embraces continuous development
- + is seeking a supportive and synergistic work culture,
- + wants to grow and expand within a company,
- + has self-discipline and a passion and drive to exceed and succeed
- + LOVES building relationships and making new connections!

We are a thriving Restoration and Construction Company that has made it our mission to develop and nurture a thriving team and culture. We are in a tremendous growth phase and this position will have uncapped potential and earning opportunities.

We want someone that is excited and serious about creating new successes for both themselves and the team.

★★Competitive Starting Base Salary Pay plus commissions and bonuses

★★Eligible for company share bonus structure after 90 days

★★Car, Laptop, Phone, Entertainment Exp Provided

★★Flexible Hours

★★Some Remote Work is possible

★★PTO per company policy

★★Eligible after 90 days for:

- 100% of healthcare
- 100% of Dental & Vision
- Retirement match program offered
- 1 company paid for Massage per month
- We have lots of snacks always on hand for our team!
- Incredible bonus structure
- On-going training opportunities and options
- "Wheel of Fun" Rewards and prizes
- We acknowledge incredible employees, jobs well done, special days, birthdays, etc.

Beyond building an outstanding place to work at a company that makes a positive difference to homeowners and businesses every day, we believe life is also about being involved in our local communities and volunteering our time when we can, and giving back like this includes;

- Sponsoring youth sports teams
- Donating to the Boys & Girls Club
- Participating in Community events
- Volunteering at the Food Bank

Just to name a few!

Position Overview:

To support the company's strategy in diversifying income streams, this position will play an important part in securing a predictable flow of business from local direct referrals whereby not more than 20% of annual revenue is from a single line of business. Key to successfully building profitable revenue will be by connecting with individuals and

organizations for the purpose of arranging scheduled meetings and building strong relationships with decision-makers that lead to long-term, mutually beneficial partnerships. The role includes helping to retain existing customers and referral sources through ongoing and regular phone and in-person contact as well as playing an active role in building the company's brand and recognition in the Sonoma and Marin Counties.

The right candidate for this position will be a go-getter, motivated and positive individual, resilient to the challenges that naturally come with the role. We want someone that is looking for a long-term fit with a team that feels like family, operates with the enthusiasm of a start-up and delivers consistently exceptional customer delight as one would expect from a company that has been around for more than 10 years. We have earned numerous awards for our outstanding work and customer satisfaction, and we hope to find someone that believes wholeheartedly in creating a culture focused environment that promotes happy employees and beyond happy customers.

****Sales, social media, customer experience, Referral Networking experience a Big PLUS

*****Restoration/Construction experience A Plus, but not required

Principle Duties and Responsibilities

- Create and maintain qualified prospect account lists which can be reviewed and discussed with our leadership on an as needed basis, sometimes weekly.
- Perform primarily in-person or telephone sales calls when needed so that you are connecting with as many of the right people as possible every week resulting in multiple scheduled meetings with target prospects on a regular basis.
- Obtain commitment from customers to establish our company as their preferred vendor for all restoration and repairs services we provide. This may entail having our company listed in each client's procurement system and being vetted by 3rd parties.
- Identify and develop partnerships with appropriate contractors or other 3rd parties that can provide additional value to our customers.
- Develop existing customer accounts by improving our presence and increase the number of services we provide.
- This role requires that prospective customers will be consistent with the definition in the Business Plan and market strategy. Your success will also come from

arranging meetings for our leadership to meet with the key decision makers at large commercial accounts

- Maintain consistent frequent contact with existing accounts to better understand and meet the customer's needs and develop the relationship
- Complete and submit weekly and monthly sales reports in a timely manner
- Attend weekly account review and sales meetings
- Maintain phone and in-person contact with existing customers
- Make group presentations to prospect organizations
- Consistent, effective involvement in trade, community, charitable, and networking organizations and participation in networking activities and events
- Maintain customer contact database via CRM software
- Assist in the development of marketing materials, including, but not limited to, Value Added Hand-outs (VAH's), PowerPoint or Google slides presentations for clients, produce Loom or other video messages.
- Continuous development of selling and technical skills by way of reading or listening to books on the topic or attending courses online or in person.
- Collaborate as required with the CEO and Client Relationship Executive to continuously refine and improve the sales plan.

Additional Duties and Responsibilities

- Attend company meetings (weekly and monthly company meetings are mandatory)
- Attend after hours, out of town, and/or out of state events or trainings as required
- Perform production work as necessary, including, but not limited to, new customer job intakes

To apply for this position, please reply to this posting or send a Resume and brief introduction directly to: