



<https://www.floor360.com/careers/business-development-manager-milwaukee-area/>

Business Development Manager – Milwaukee Area

Description

FLOOR360 is hiring a Business Development and Retention Manager to lead our focus on adding and retaining key residential home building accounts to our book of business. Your focus will be on selling Floor360's Design is Our Difference process which connects our in-house Interior Designers with Milwaukee Area Builders to ensure their homeowners end up with their dream home.

Our Interior Designers can provide everything from full service to basic assistance for each homeowner as they make their finish flooring and tile selections. Utilizing digital takeoffs and CAD drawings we are able to ensure each home turns out exactly as the homeowner expects.

Your role will be to meet with prospective home building partners and explain our process from end-to-end and find a way to partner with each builder in a way that compliments both of our businesses. You'll also be responsible for identifying the best matching Interior Designer on FLOOR360's team to partner with each builder.

You'll be expected to spend a significant amount of time in the field meeting with home builders at their places of business, at jobsites and industry focused social & networking events. Your responsibilities will also include ensuring retention and loyalty from those home builders we work with. This can include helping our service teams expediate services fixes, keeping builders directly engaged with our design teams and ensuring all reasonable builder expectations are met.

Responsibilities

- Learn FLOOR360's Design is our Difference process and be able to accurately and quickly articulate why this process is the best in the industry
- Identifying and building list of prospective builders in the market
- Dropping into, cold calling and emailing prospective builders
- Building and maintaining relationships with new builders
- Building and maintain relationships with existing builders in our portfolio
- Growing FLOOR360's residential business in the Milwaukee Area

Qualifications

- Outgoing and friendly personality
- High level of proficiency with soft skills such as written and oral communication, critical thinking, motivation, positive attitude, teamwork, ethical business behavior
- Design background not required but is a strong plus
- Demonstrable selling success strongly preferred
- Proficient in the use of Microsoft Office, including Word & Excel
- Excellent communication, customer service, and organizational skills
- An entrepreneurial spirit

Job Benefits

Health – Healthcare with Quartz, Delta Dental dental insurance

Hiring organization

FLOOR360

Employment Type

Full-time

Job Location

12500 W. Silver Spring Drive,
53007, Milwaukee, United States

Date posted

October 4, 2022

Valid through

31.12.2022

Retirement – Traditional 401(k) and Roth 401(k) contributions and matching schedule

Paid Vacation, Paid Sick Time, Paid Bereavement Leave

Personal Development – Reimbursement for seminars, classes, memberships, with company-paid training

Career Advancement – Training, mentoring, regular feedback, merit raises and promotions

Wellness Program – Catered lunch and learns, flu shots, and fitness challenges

Company Outings – Mallards game, Brewers game, volleyball team, chili cook-off and more

Team Discounts – Substantial savings on home improvement projects

Paid Birthdays Off – In addition to vacation, sick leave and standard holidays