



At Melton Design Build, we specialize in converting our client's dreams into reality with our award-winning residential design and construction services. If you'd like a rewarding position with an organization who promotes a strong work-life balance, respect among its employees, an excellent benefits package (including 100% paid health insurance), and is a fun place to work, we'd love to talk to you!

WHO WE ARE:

Based in Boulder, Colorado, Melton Design Build is one of the top Design Build firms in the country. With a focus on having ecstatic clients and happy employees, we have made it possible for hundreds of Boulder County residents to enjoy well-designed homes that complement their lifestyles.

HOW YOU CAN HELP:

The **Project Developer** is an essential part of the Melton team. This dynamic individual is responsible for selling remodeling projects that meet the customer's needs, represent value to the customer, and generate profit for the company. This individual serves as the primary contact for our customers, and is responsible for managing the design-build process from start to finish. Strong communication and teamwork skills are essential for success. This person is also responsible for effectively managing all their leads, providing customers with expert guidance, developing the customers emotional connection to the project, and providing exceptional customer service.

WHAT YOU WILL NEED:

- Extensive knowledge of residential and commercial construction and/or design and remodeling trades, practices, and procedures
- A high level of professionalism when interacting with clients and teammates
- Strong organizational skills
- Minimum 2 years of sales experience
- Minimum 3 years of residential and commercial construction or design experience
- Strong ability to qualify leads
- Strong interpersonal and communication skills, including ability to give clear directions, explain steps, and answer questions
- Customer service experience
- Ability to quickly identify potential conflicts, problem solve, and offer suggestions
- Strong attention to detail
- Experience with Salesforce and Smartsheets are a plus
- Ability to think on your toes and interact with a variety of personality types
- Self-starter motivated to provide excellent service



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HOW WE CAN HELP YOU:

At Melton, our employee's health and happiness is a top priority. We offer a great work environment and excellent benefits.

Perks Include

- Fun & rewarding place to work
- Competitive compensation package with the ability to control your financial destiny
- Excellent benefits package including: 100% paid health insurance; dental & vision insurance; and a company matching Simple IRA
- Generous paid vacation and sick time
- 7 paid holidays per year
- Monthly employee events and annual parties
- Consistent work hours- Strong work/life balance
- Core values that include integrity, respect, dependability and continuous improvement
- Lead generation system
- Leadership training

HOW TO JOIN OUR TEAM:

If you are interested and you meet the above qualifications, we'd love to learn about you!

Please submit a cover letter and resume to: hr@meltondb.com