

Curriculum Vitae



Daniel (Dan) F. Flanagan **Senior Vice-President – Business Development**

For more than 15 years, Dan Flanagan has dedicated his sales and business development expertise to helping small and medium sized companies grow strategically in the business-to-business service sector. Dan's experience stems from a strong work ethic developed while working his way through college selling educational books to his time as an insurance adjuster specializing in catastrophic claims management, and now, managing growth and business development within the restoration services industry. Years of experience, network of contacts and industry certifications make Dan's input sought-after as an expert in restoration technology and related services. When not working, Dan enjoys being with his family and coaching local youth sports.

AREAS OF EXPERTISE

- Strategic Business Growth and Development
- Sales & Marketing Team Development and Management
- Restoration and Catastrophic Claims Adjusting
- Investigation of Disputed and Re-Inspected Claims
- Property Owner Claims Mediation
- Fire, Water & Odor Restoration
- Hail Identification

EDUCATION

Bachelor of Arts, Major: Business Administration, University of Northern Iowa, 1995.

PROFESSIONAL EXPERIENCE

Blu SKY Restoration Contractors, Inc.

Vice-President – Business Development

Manage a dynamic, five person sales team contributing to 80%+ company growth in 2007. As part of the Blu SKY Senior Management team, responsibilities include supervision of all aspects of sales and business development, as well as continuous involvement in restoration industry and client industry education and association leadership. Blu SKY is the premier restoration contractor in the state of Colorado in terms of revenue, reputation and capabilities and is highly recommended by the primary insurance carriers and forensic engineers in the Rocky Mountain region.

COCAT, Inc.

Director of Business Development

Developed and implemented eight-channel sales and marketing plan, managed a four-person sales team and contributed to more than \$10M annual business growth over four years. Opened Northern Colorado satellite office and surpassed annual sales goals consistently. Responsible for recruiting key personnel at senior management levels. Coordinated attendance at 10 tradeshows annually and drove continuous involvement in relevant association education and leadership initiatives.

Eberl's Claim Service, Inc.

Independent Insurance Adjuster

Contracted with insurance clients to solely handle and settle 3,300 large catastrophic property and commercial claims. Gained experience in handling disputed claims, and worked extensively with contractors, business owners and homeowners to mediate claims agreements and settlement issues.

Southwestern Company

Field Sales Manager

Started as an award-winning student salesperson, going on to managing and training a student sales team while attending college. As Field Sales Manager, managed a large sales team covering Colorado, Wyoming, Montana and Iowa territories. Increased sales volume 100% over previous year in 1997. Attended more than 750 hours of company-sponsored sales management and business training.

AWARDS AND HONORS

Southwestern Company

- President's Club
- Gold Award
- Top Experienced Salesperson
- Sales Manager of the Year
- Bachelor of Sales and Business Management Designee

TRAINING & CERTIFICATIONS

Fire, Water & Odor Restoration: IICRC, International Institute, Specialty Cleaning & Restoration Contractors

HAAG Engineer Certified

Xactimate Claims Processing Software

CAS – Certified Apartment Supplier

PROFESSIONAL AFFILIATIONS

Member, CAI, Community Association Institute

Member, BOMA, Building Owners & Managers Association

Member, NAIOP, National Association, Industrial and Office Properties

Member, RMPCA, Rocky Mountain Property Claims Association

Board Member, AAMD, Apartment Association of Metro Denver