



Elevator Solutions Account Manager (Madison, WI)

Schumacher Elevator Company is seeking a results-driven Elevator Solutions Account Manager to generate profitable sales and strengthen customer relationships within an assigned territory. In this role you'll manage the full sales process—from spotting new opportunities to seeing projects through to completion—for modernization, maintenance, repair, and new installation projects.

What You'll Do:

- Develop and maintain strong relationships with customers, contractors, and consultants
- Identify and pursue opportunities for elevator projects and maintenance contracts
- Prepare accurate estimates and proposals that deliver the right solution for every customer
- Manage customer accounts and service routes, ensuring satisfaction and long-term partnerships
- Utilize CRM tools to track leads, manage your sales pipeline, and stay on top of opportunities
- Represent Schumacher Elevator at client meetings and industry events

What You Bring:

- 2+ years of sales or estimating experience in the elevator, construction, or related industries
- Strong communication, negotiation, and relationship-building skills
- Ability to read drawings and specifications
- Proficiency with Microsoft 365 and CRM systems
- Bachelor's degree preferred; valid driver's license and regional travel required

Why Schumacher Elevator?

At Schumacher Elevator, we've been proudly building and servicing elevators for over 90 years—and our success comes from the people who make it happen. We value integrity, teamwork, and a growth mindset. If you're driven to build trust, solve problems, and make an impact, we want to hear from you.

Position is full-time, first shift. Benefits include medical, dental, life and disability insurance, 401(k) match, PTO, paid holidays and bonus eligible. Post-offer background check and drug screen required. We are an equal opportunity employer.

Apply today to be part of a team that's elevating industry standards.

Ways to Apply:

Apply directly online at www.schumacherelevator.com/careers by uploading your resume and application.

Send resume to Director of Human Resources, PO Box 393, Denver, IA 50622

Email resume to Employment@SchumacherElevator.com.