



## Bill McConathy

### Partner, Strategic Partnerships

#### Department

Business Development

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#### Locations

Atlanta, GA

## Biography

Bill McConathy joined YA Group in 2018 as the National Director of Business Development and has risen to the role of Partner focusing on Strategic Partnerships in 2024. Since Bill has taken on this role for the company, he has helped create and manage our strategic business development and marketing efforts across the country and continues to lead our staff within the division. Bill's past positions throughout his career includes many years of proven leadership, entrepreneurship, operations management & sales management experience. He has worked in several different capacities within the insurance claims industry for over 24 years and has a various background to include commercial & residential contracting, emergency mitigation, restoration, TPA and independent adjusting services. Bill has a proven track record of leading, mentoring & training successful business development teams within his tenure to help companies create strong long-term client relationships for company growth goals and retention.

## Professional Experience

- 2024 - Current | Partner, Strategic Partnerships | YA Group
- 2023 - 2024 | Chief Revenue Partner | Knight Commercial
- 2018 - 2023 | National Director of Business Development | YA Group
- 2015 - 2018 | General Manager - Key Account Sales | Belfor Property Restoration
- 2012 - 2015 | Owner - Managing Partner | STR Property Restoration
- 2009 - 2012 | Director of Sales & Marketing | Collins & Company, Inc.
- 2006 - 2009 | Director of Sales & Marketing | Parker Young Construction & FireStar
- 2003 - 2006 | Corporate Sales Director | Disaster Services, Inc.
- 1996 - 2003 | Regional Sales Manager | Auto Glass Service
- 1990 - 1996 | | Lockheed Martin Energy Systems
- 1983 - 1989 | NCO | United States Air Force

## Education

- Roane State Community College - Associates Degree - Environmental Services - Harriman