

Job Description

Position Title: Sprinkler Systems Project Sales
Department: Sprinkler
Reports to: Sprinkler Manager & Project Manager
FLSA Status: Exempt – Fulltime
Revision Date: September 2020

Job Summary: The Sprinkler Systems Project Sales is responsible for selling projects and service work for the Sprinkler Systems Department.

Essential Duties and Responsibilities: *The following list is intended to describe the general nature and level of work performed by employees in this classification. It is not designed to contain or be interpreted as an exhaustive list of all responsibilities, duties and qualifications required of employees assigned to this job. The employer reserves the right to change or assign other duties to this position. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.*

- Work directly with the Manager, Designers, Inspectors and Customer Service to coordinate the sales and service work
- Will generate sales for projects
- Coordinate projects with contractors, work schedules and deliveries
- Attend project meetings when required
- Track jobs, manage projects, review project prior to start and change orders
- Work together with fellow sales members on projects and sell new accounts
- Work directly with the customer to sell work
- Analyze blueprints and other documentation to prepare time, cost, materials, and labor estimates
- Assess cost effectiveness of products, projects or services, tracking actual costs relative to bids as the project develops
- Consult with clients, vendors, personnel in other departments or construction foremen to discuss and formulate estimates and resolve issues
- Confer with engineers, architects, owners, contractors and subcontractors on changes and adjustments to cost estimates
- Prepare estimates used by management for purposes such as planning, organizing, and scheduling work
- Prepare estimates for use in selecting vendors or subcontractors
- Review material and labor requirements to decide whether it is more cost-effective to produce or purchase components

Job Requirements:

- Bachelor's Degree or Associate's Degree or equivalent
- Knowledge of all types of sprinkler systems
- Strong written and verbal communication skills
- Good relationships with customers
- Ability to manage field personnel
- Ability to work with office personnel
- Must be organized and detail-oriented

- Computer proficient Microsoft Office Applications
- Valid driver's license and clean driving record

Work Environment/Physical Requirements

- Work offsite at customer facilities – clean/unclean conditions, hot/cold conditions
- Ability to lift 50+ pounds
- Work may include climbing ladders
- At certain job sites, safety shoes, hard hats and other safety apparel may be required

Goals:

- Become a team member of a growing department
- Sell projects and service work
- Expand business in new territories

What we offer:

- Medical, dental, and vision benefits following 30 days of employment
- Paid PTO during your first year
- 7 paid holidays
- 401K plan with company-matched funds
- Company-paid life insurance, long term disability insurance
- Option to purchase supplemental benefits
- Referral program

Direct Applicants Only - No Third-Party Recruiters-

For consideration: Please click on the link below to complete our employment application and click on **Apply Now**.

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