

AD 2021: Residential Salesperson/Estimator

ALKA POOL Construction Ltd is the leading waterscape builder in British Columbia, focusing on residential and commercial concrete swimming pools, whirlpools, and water features. Celebrating 60 years of sparkling success, **ALKA POOL** takes tremendous pride in our Team. We know and appreciate that our success comes from our collaborative Team efforts, a passion for quality and a real joy in what we do. Our success is evident not only in the numerous International Awarding winning pools, and our reputation for outstanding craftsmanship but in our loyal customer base.

ALKA POOL is currently looking to add a new member to our dynamic team in the **Residential Salesperson/Estimator** position. Reporting to the Senior Estimator, the Residential Salesperson/Estimator will be key in the sales process. You will help build and maintain relationships with customers, secure new opportunities, estimate residential projects and contribute to our team goals. If you thrive in a team-oriented workplace, are creative, collaborative, solutions focused, and have a passion for quality and building client relationships, join the ALKA POOL team today!

Responsibilities

- Receive and manage incoming sales enquiries (phone, email and other sources)
- Primarily responsible for all aspects of preparing, completing and presenting proposals to customer.
- Follow up throughout the sales process, track and analyze sales results.
- Identifying scope of work, labor, material, and time requirements by client on-site meetings, studying proposals, blueprints, specifications, and related bidding documents.
- Resolves discrepancies by collecting and analyzing information.
- Ensure contract documentation signoff and hand off contracted jobs to project management and administration
- Applications for permits through various municipalities
- Price additional project work as required throughout life of project.
- Build and maintain good working relationships with prospective clients, suppliers, trades and outside Consultants
- Strategic Planning of short- and long-term sales goals
- Assists the Senior Estimator & President in the development of systems and procedures for the estimating department as needed, including updating cost data base.
- Maintains technical knowledge by attending educational workshops and/or reviewing technical publications.

Ideal Candidate Qualities and Skills

- Excellent presentation and communication skills with strong written and oral communicator in English. In addition to being an excellent communicator, candidates should also be detail oriented with outstanding organizational skills.
- Great team player that is professional, personable and conscientious
- Thrives on meeting new people and building relationships
- Excellent time management, planning and problem-solving abilities
- Demonstrates the utmost integrity in maintaining confidentiality of company and client information
- Highly motivated, energetic, person who works independently with an ability to work effectively to deadlines
- Demonstrates leadership and a desire to grow within the company
- Ability to handle multiple tasks in a fast paced environment
- Ability to read and understand drawings, blueprints, construction plans and written specifications.
- Minimum 2 years' experience as a construction estimator or similar role with experience producing quotes up to \$2,000,000. Experience in swimming pool or landscaping construction is highly valued.
- Fluent in mathematics (strong command of algebra and unit conversions/dimensional analysis).
- Experience in permitting through various municipalities.
- Must have advanced working knowledge of all typically software programs/apps used in construction estimating environment such as MS Office Suite, Adobe Acrobat.
- Autocad, Sketchup, Procore or other drawing/PM/estimating software a plus.

Job Type: Full-time permanent

Competitive Compensation plus performance-based bonuses.

Benefits: Team-Oriented Environment, Paid Training Program, company provided phone, Auto Allowance, Business Casual dress, Extended Group Benefits Plan, yearly group flu vaccinations.

Schedule: Monday to Friday 8am to 5pm, some weekends and evenings required.

Work remotely: No

Minimum Qualifications:

- 2 years estimating experience in the construction industry (minimum)
- High School Diploma or equivalent. Bachelor's/Tech Diploma in engineering, business or related discipline a plus.
- Drafting or Computer Drawings skills a plus.
- Have a valid driver's license and acceptable Motor Vehicle Record
- Highly fluent in written and oral English.
- Bondable.

COVID-19 considerations:

We have a detailed COVID-19 Safety plan for both Field and Office operations and have dedicated significant resources to ensuring education, training and appropriate PPE are available to all our team members.

We thank all candidates for their time and interest in working at Alka Pool Construction Ltd, however only candidates under consideration will be contacted to participate further in this process.