



F.W. WEBB COMPANY

## Job Posting

Position Title: Waterworks - Estimator

Location: Hartford, CT

Hiring Manager: General Manager

Pay Range: \$65,000 - \$80,000 annually

### Responsibilities:

- Responsible for implementation and oversight of CRM project calendar.
- Work with, maintain, and update PlanSwift software.
- Proactively discover customer's perceived and unperceived needs and implement appropriate value-driven solutions.
- Qualify projects to determine if FW Webb can meet project specifications.
- Develop effective personal relationships with a broad base of key high-level executives in the industry and share those with General/Regional Managers in Connecticut.
- Proactively seek valued-added engineering opportunities.
- Able to identify and quantify market opportunities, prioritized relative to other potential opportunities.
- Work with cross-functional sales associates to properly communicate business opportunities on local, and regional basis.
- Work within team structure to cross-sell customers in multiple channels.
- Understanding of current F.W. Webb services, products, incentives and benefits
- Create product and service awareness of Waterworks with core focus on the Connecticut market

### Qualifications:

- Associate's degree in business, engineering, management, or related area required
- 5+ years of estimating experience in related industry is preferred
- Strong technical skills along with solid mechanical aptitude a must
- High level relationship building skills
- Experience working in project or commercial sales a MUST
- Knowledge of commercial plan and spec and design build
- Comfortable communicating with engineers regarding critical systems
- Ability to work with and provide technical assistance to branch locations

- Experience with reading specifications and accurately identifying all relevant F. W. Webb product opportunities
- Critical thinking skills
- Experience working with all Window's Office Products – Excel a must.
- High regard for customer service
- Strong ability to organize and manage multiple priorities.
- Strong communication and interpersonal skills
- CRM/ Salesforce Project Funnel Management (Preferred)