



Job description

Residential/Commercial Fence Estimator

The ideal candidate would have verifiable experience in fence and construction with the ability to interpret plans and specifications, understand a variety of job site conditions, and have excellent customer service skills.

Responsibility for all aspects of job estimating including onsite visits, plan take-offs, gathering material quotes and pricing / drafting final proposals. Projects vary in size from \$2,000.00 to \$2,000,000.00.

Preference would be given to any individual with three to five years of experience. Applicants must be able to work independently, have excellent organizational and project management skills, and be able to complete estimates within the time frame allowed.

Bill's Fence Company offers competitive salary, retirement, and great benefits to our employees. All applicants must have, and maintain, a valid driver's license and be able to pass a background check and drug screen.

Interested applicants may apply online with a resume. Final salary will be based on experience and qualification.

Responsibilities and Duties:

A fence estimator / salesman plays a crucial role in the fencing industry, combining technical knowledge with sales skills to ensure successful project execution and customer satisfaction. Here are some of the key responsibilities and roles they typically undertake:

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1. **Customer Consultation:** Engaging with clients to understand their specific needs and preferences for fencing solutions. This involves discussing various options, styles, materials, and designs that best suit their property and budget.
2. **Site Assessment:** Visiting job sites to evaluate the area where the fence will be installed. This includes measuring dimensions, assessing terrain conditions, and identifying any potential obstacles that may affect installation.
3. **Cost Estimation:** Calculating the total cost of the project by considering materials, labor, transportation, tooling, and other associated costs for products/services as supplied by Bill's Fence Company. This requires a thorough understanding of pricing structures for different types of fencing materials.
4. **Project Drawings and Site Plans:** Creating detailed drawings or site plans that outline the proposed fencing layout. This is essential for both client approval and guiding installation teams during the project.
5. **Quotations Preparation:** Preparing formal quotations/proposals for clients based on their requirements and site assessments. This includes providing clear breakdowns of costs involved in the project.
6. **Sales Negotiation:** Engaging in negotiations with clients to finalize contracts, ensuring that both parties agree on terms such as pricing, timelines, and scope of work.
7. **Relationship Management:** Building and maintaining strong relationships with customers throughout the project lifecycle to ensure satisfaction and encourage repeat business or referrals. Following the sale, you will continue your relationship with the customer in providing all product information, further information, and changes in scope.
8. **Business Development:** Seeking out opportunities with new customers, project managers, and General Managers, as well as subcontractors for future growth and sales. This will involve networking: On site visits, cold calls, feedback requests, and growing relationships with potential and previous customers.



9. **Collaboration with Team:** Working closely with installation crews to communicate project details effectively, ensuring that all specifications are met during installation. You will team with your GM, Project Coordinators, field superintendents, crew support and fabrication in seeing your project through to completion.
10. **Vendor Coordination:** Establishing relationships with suppliers to obtain quotes for materials needed for projects while ensuring timely delivery to meet project deadlines.
11. **Risk Assessment:** Evaluating potential risks associated with each project (e.g., weather conditions, site accessibility) to mitigate issues before they arise.
12. **Follow-Up Services:** Providing after-sales support by addressing any concerns or warranty issues post-installation, which helps in maintaining customer trust and satisfaction.
13. **Market Research:** Staying informed about industry trends, competitor offerings, and new products in order to provide clients with up-to-date information on available options. This is performed at Bill's Fence Monthly Sales Meetings.

By fulfilling these roles effectively, a fence estimator/salesman not only contributes to successful project outcomes but also enhances customer experience through professional service delivery.

Required Qualifications and Skills:

- Experience in fence and construction
- Estimating and sales
- Exceptional customer service
- Excellent organizational skills
- Ability to design/build projects when necessary

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- Ability to complete tasks in a timely manner to meet deadlines
- Ability to read and understand blueprints, building, and site plans
- Ability to work efficiently with Microsoft Word and Excel
- In-depth knowledge of all fencing systems
- Ability to communicate effectively and efficiently with office staff and project managers
- Applicants must have a valid driver's license

Job Position: Commercial / Residential Fence Estimator

Job Type: Full-time, Mon-Fri, 7am-5pm

Compensation: Salary plus commission

Pay will depend on skills and/or qualifications

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- Monday to Friday



Experience:

- Construction estimating: 1 year (Required)

Ability to Relocate:

- Cabot, Ar 72023 (Surrounding Area)
- Prairie Grove, Ar 72753 (NWA)

Work Location: In person