

Position Title: Sales Estimator - Pavement Maintenance

Company Overview:

Proline Parking Lot Maintenance is a leading provider of pavement maintenance services, specializing in asphalt paving, sealcoating, crack sealing, and striping. Committed to excellence, customer satisfaction, and industry expertise, we serve commercial, industrial, and residential clients across the greater Charlotte area. As we continue to expand our operations, we are seeking a motivated and disciplined Sales Estimator to join our team and drive revenue growth while ensuring precise project estimating. We operate with a Take Ownership mindset, fostering a culture of accountability, leadership, and teamwork at every level of our organization.

Position Overview:

The Sales Estimator plays a critical role in revenue generation and business expansion by identifying potential clients, nurturing relationships, and developing accurate project estimates. This individual is responsible for preparing competitive bids, assessing project requirements, and collaborating with internal teams to ensure cost-effective and profitable project execution. By combining sales expertise with strong analytical and estimating skills, the Sales Estimator contributes to the company's growth and long-term success. This role requires a proactive leader who takes full ownership of their responsibilities, adapts to dynamic challenges, and maintains a relentless focus on mission success.

Key Responsibilities:

Estimating & Proposal Development:

- Conduct site visits to evaluate project scope, taking detailed measurements, photos, and notes to ensure accurate estimates.
- Prepare detailed cost estimates for pavement maintenance projects, including asphalt paving, sealcoating, crack sealing, and striping, based on client requirements and project specifications.
- Analyze project plans, blueprints, and specifications to determine material, labor, and equipment costs, as well as project timelines and resource requirements.
- Solicit and review quotes from suppliers and subcontractors to ensure competitive pricing and quality standards.
- Collaborate with the operations team to develop pricing strategies and submit proposals in a timely manner.
- Maintain up-to-date knowledge of industry pricing trends, material costs, and competitor activities to ensure competitive and profitable pricing strategies.
- Ensure seamless coordination between sales, administrative, and operations teams to deliver the best possible service to clients.

Sales & Business Development:

- Identify and pursue new business opportunities, including property managers, facility owners, contractors, and municipalities through networking, cold calling, and relationship-building.
- Attend industry events, trade shows, and networking opportunities to represent the company, build brand awareness, and generate leads.
- Cultivate strong relationships with existing clients, addressing inquiries, resolving issues, and identifying opportunities for upselling and cross-selling.
- Collaborate with marketing and operations teams to create targeted sales campaigns and promotional materials that highlight our service offerings.
- Take Ownership in all aspects of client engagement, ensuring that every opportunity is pursued with discipline and accountability.

Project Coordination & Follow-Up:

- Work closely with Operations Managers and field crews to ensure a smooth transition from sales to project execution, maintaining clear communication and expectations.
- Communicate project expectations, timelines, and budgets to internal teams and clients with clarity and ownership.
- Track and report on sales and estimating activities, including lead conversions, bid success rates, and market trends.
- Display an unwavering commitment to accountability, ensuring that no task is left incomplete and every project is executed with excellence.

Qualifications:

- Proven experience in sales, estimating, or project management within the pavement maintenance, construction, or related industry.
- Strong analytical skills with the ability to interpret project specifications, blueprints, and technical drawings.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in project management software, estimating tools, Apple Softwares, and Google Office Suite.
- Ability to work independently, manage multiple projects simultaneously, and meet deadlines with a disciplined approach.
- Valid driver's license, vehicle insurance, and a clean driving record.
- Eligibility to operate company vehicles based on driving history and company insurance policies.

Benefits:

- Competitive salary, commensurate with experience, and uncapped commission opportunities.
- Comprehensive benefits package, including health insurance stipend, holiday pay, and paid time off.
- Opportunities for career advancement and professional development.
- Supportive and collaborative work environment with a focus on teamwork, accountability, and leadership development.

This role is ideal for a results-driven professional who thrives in a high-performance environment. If you are motivated to grow within a dynamic company and contribute to its success, we encourage you to apply.