



MAINTENANCE SALES ESTIMATOR

POSITION SUMMARY:

An excellent opportunity to join New Jersey's largest private asphalt and asphalt maintenance company. The maintenance sales representative will be responsible for building and maintaining relationships within the property and facilities management industry. From conception to close, this person is responsible for the full sales cycle of our asphalt maintenance division.

ESSENTIAL JOB FUNCTIONS:

- Responding in a timely manner to requests for proposals.
- In person meetings with property and facility managers in a commercial, industrial or HOA type setting.
- Develop an understanding of client's budgets and expectations.
- Evaluating existing parking lot conditions, determining life span and proper corrective action to prolong existing lots.
- Perform entry level take off's in an effort to quantify items such as crack fill, seal coat, and line striping via field measurements and/or digital take off's.
- Proposal generation utilizing estimating software.
- Proposal presentation, both in person and digitally, including corresponding maps, diagrams, and additional reference materials.
- Follow-up phone calls and visits in an effort to close outstanding proposals.
- Document customer interactions to better understand market conditions, competitive landscape.
- Responds promptly and maintains regular communication with customer base.
- Attends local networking events and trade shows in an effort to expand brand awareness and customer base
- Asphalt Or Asphalt Maintenance
- Landscaping
- Property Maintenance
- Roofing
- General Construction

Skills, and Knowledge:

- **Core Values:** Exemplify values, honesty, and integrity that align with The Earle Companies' expectations.
- **Technological Proficiency:** Possess advanced skills in utilizing computers and Microsoft Office applications.
- **Organizational Skills:** Demonstrate a high level of organizational ability with an innate ability to track and follow up on tasks.
- **Professional Demeanor:** Exhibit a professional, energetic, and personable demeanor, fostering positive interactions with diverse personalities.
- **Driving Standards:** Hold a valid, clean driver's license and maintain a drug-free status.
- **Communication Standard:** Display strong written and verbal skills.
- **Training:** Training will be offered as needed and used to strengthen your skillset where needed.

All positions within The Earle Companies have potential for advancement through our fully structured Career Development Program. We place a very strong emphasis on identifying High Profile Employees to help them advance up their career ladders. Those who possess the drive to succeed will be given the necessary tools for education and advancement.