

Job Title: Estimator/Salesperson

Reports To: Operations Manager

Job Responsibilities:

A well-established carpet and flooring retailer in Seattle is looking to add an experienced estimator/salesperson to its sales team. The right person will be able to interact easily with and gain the trust of all types of customers. They will go to a few in-home (or on-site) appointments each day, where they will measure the space for flooring, document all details relevant to the installation and figure material and labor quantities. They will answer any questions the customer has, explain Vogel's processes, and give guidance on product selection if needed. At the office they will write up the estimates, send them to customers, and follow up with any questions or revisions as needed. Keys to success include product and industry knowledge, an ability to connect with customers, strong math skills and detail orientation, and a customer service attitude.

Specific Duties:

- Measure, estimate, propose, and sell flooring solutions to potential customers
- Educate potential customers about different flooring products and options
- Determine all labor and material requirements of each installation project, and ensure installers have all the information and tools needed to complete the project
- Follow-up with and answer customer questions after sending the estimate
- Provide guidance to the operations team on ordering materials, scheduling installation, change orders, day of install issues, and final invoicing
- Build on-going relationships with customers (make them a "customer for life")
- Work effectively and harmoniously in a team environment

Qualifications:

- 5+ years of measuring and estimating experience, in the flooring industry or related industries
- Flooring industry knowledge is a huge PLUS
- Ability to engage anyone in meaningful conversation
- Ability to speak and write clearly and persuasively
- Strong basic math skills and ability to understand flooring layout
- Strong computer skills, including Microsoft Office Programs and estimating tools
- Conscientious, quality-oriented, with a strong attention to detail
- Communicates and collaborates effectively with co-workers
- Self-Motivated and able to work independently