



# OLIVER

FIRE PROTECTION & SECURITY



## POSITION OPPORTUNITY!

### Fire Protection Sales Estimator

#### Candidate Requirements:

- \* Minimum 3 years Sales experience in the Fire Protection Industry preferred
- \* Proficiency with computers, using Microsoft Office, Windows, Excel, Word and Project
- \* Must possess technical knowledge of various Fire Protection Systems
- \* Must be organized, and have the ability to work efficiently with minimal supervision
- \* Must be able to multi-task and work well in a Team Environment
- \* Superior communication and relationship building skills
- \* Personal desire to succeed, has a positive outlook, and is self-motivated
- \* Must have a vehicle, a clean driving record and valid driver's license

#### Position Responsibilities:

- \* Develop customer relationships through prospecting and estimating
- \* Attend Bid Meetings, Walk-Throughs and Trade Association events
- \* Follow up on Sales Leads and Sales Calls
- \* Process and complete Bid Forms, Bid Proposals and Bid Prequalifications
- \* Close adequate sales volume to meet or exceed sales goals and objectives
- \* Master OLIVER's Estimating Programs

Please contact Don Welch  
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For additional details or to arrange an interview.  
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