

Vice President, Sales

- Sales strategy development
 - Revenue generation
 - Market analysis
- Sales forecasting and budgeting
 - Team Leadership

Sales Leadership

- Sets sets goals and targets
- Sales team supervision, mentoring, training and coaching
- Sales strategy development and implementation

Outside Sales

- Prospecting and lead generation
- Building and maintaining relationships
- Closing sales and achieving targets

Lead Project Manager

- Team leadership, mentoring and training
 - Project planning and organization
 - Monitoring and control
- Customer service and communication
 - Continuous improvement

Lead Technical Engineer

- Team leadership, mentoring and training
 - Technical sales liaison
 - Influence specifications
 - Read & interpret specifications

Lead Project Engineer

- Team leadership, mentoring and training
- Technical expertise + engineering support
 - Subject matter expert relating to job, equipment and commissioning
- Quality control and project execution
 - Continuous improvement

Project Manager

- Project planning and organization
 - Monitoring and control
- Customer service and communication

Industrial Estimator (Senior)

- Quote preparation for more complex jobs
 - Specification and drawing review
- Customer and vendor relationship
 - Analyze competitive pricing
- Support outside sales

Project Engineer

- Technical expertise + engineering Support
 - Subject matter expert relating to job, equipment and commissioning
- Quality control and project execution

Industrial Estimator (Junior)

- Quote preparation for less complex jobs
 - Specification and drawing Review
 - Vendor relationship
- Support outside sales

Submittal Specialist

- Document control and management
- Submittal preparation and review
- Communication and coordination

Project Coordinator (Gatekeeper)

- Data entry for projects
- Reviews project complexity and assigns accordingly

