**Sales and Estimator Representative**

**Description:**   
This position will split time between estimating and sales and will be responsible for generating proposals and following up on sales leads. Sales involves building positive relationships with customers, closing deals, and developing new accounts. Estimators are responsible for putting detailed quantity takeoffs together for various road projects. We bid many projects each month for state, county and municipal authorities and quote General and Sub-Contractors who are bidding these projects. Estimators complete detailed takeoffs and request and collect quotes from suppliers. Applicants shall be experienced with estimators and proficient with Microsoft Outlook, word, excel and other office products.

**Responsibilities:**   
• Estimating materials on projects for customer quotes  
• Setting appointments with potential customers, preparing quotes on projects and selling project to contacts  
• Review preliminary requests for proposals  
• Submittals and job costing   
• Maintain positive, professional relationships with customers to ensure repeat business  
• Must be able to read blueprints

**Qualifications/Skills:**   
• Minimum 3-5 years of experience in the construction industry; Highway Construction Industry preferred  
• Previous Sales experience  
• Previous Estimating experience   
• Ability to work in a team environment  
• Strong computer skills, including knowledge of MS Word and Excel  
• Strong written and verbal communications skills  
• Strong organizational skills and the ability to function in a fast-paced environment  
  
**We offer:**   
• Competitive compensation  
• Excellent benefits including medical, vision, dental plan  
• Company paid life insurance  
• SEP Retirement Plan  
  
**Company Description:**  
Texas Corrugators, Inc. is a major fabricator and distributer for steel safety products used primarily on highways, parking lots, and site work. The products we fabricate and distribute include:  corrugated steel pipe, metal beam guard fence, crash terminals, sign posts, safety pipe runners, drainage grates, bridge railing, handrail and special fabricated items. Texas Corrugators is located in Hutto, TX and has been servicing our customers for almost 30 years.