



**Job Title:** Project Estimator and Outside Sales Rep

**Opening Date:** May 2023

**Position Type:** Full Time, Non-exempt

**Compensation:** Competitive Salary and Benefits

**Location:** Beaverton, OR (local travel required)

*As with all roles at Steele Electric, this is a support position. We support both our team members and customers with kindness, integrity, and a passion for making things work better.*

### **Job Description**

We are seeking a highly motivated and experienced individual to join our electrical contracting business as an Estimator and Outside Sales Representative. In this role, you will be responsible for estimating commercial and residential projects, developing and maintaining customer relationships, collaborating with the project management team, and driving sales growth. The ideal candidate will have a strong background in electrical contracting, exceptional communication and negotiation skills, and a proven track record of meeting sales targets. This is a commission-based position that offers excellent earning potential for the right candidate.

### **Essential Duties and Responsibilities**

- Proven experience as an estimator and outside sales representative in the electrical contracting industry.
- In-depth knowledge of electrical systems, codes, regulations, and construction practices.
- Strong analytical and problem-solving skills with the ability to interpret project specifications and blueprints.
- Excellent communication, negotiation, and presentation skills.
- Demonstrated ability to build and maintain strong customer relationships.
- Self-motivated, target-driven, and results-oriented mindset.
- Proficient in using estimating software and other relevant tools.
- Valid driver's license and willingness to travel to client sites as required.
- Ability to work collaboratively as part of a team and independently with minimal supervision.

**Supervisory Responsibilities:** None

### **Benefits**

- Competitive pay, negotiable based on experience\*
- 100% premiums for full-family medical/dental/vision
- Personal time off (PTO) accrual starting at 3 weeks per year
- 401K with 6% Employer match
- Educational opportunities

- Holidays

\*Variable pay plans may be available per compensation agreements

## **About Steele Electric**

Steele Electric is the region's hardest-working, most versatile and responsive independent electrical and technology services provider.

Our mission is to provide superior quality electrical and technology services that builds a foundation for the long-term success and wellbeing of our customers, employees, and their families.

Based in Beaverton, Oregon we specialize in the construction, improvement, repair and replacement of electrical systems including security, data, fire, and information technology for commercial buildings and residential properties. Steele Electric was founded in 2009, and its founder has been in the industry for over 20 years. We are known for excellence, reliability, teamwork, integrity, and safety in commercial and residential electrical services for new construction, tenant improvements, renovations, government remodels, and other projects.

At Steele Electric the owner is still actively involved and sets the tone for the company's award-winning operations. Dan Steele, the hands-on founder and his team leaders give everyone a voice in the success at Steele Electric, along with opportunities to learn and develop with top-notch peers in a respectful, trust-driven environment.

The steady flow of commercial and residential work at Steele Electric is always challenging and the projects require employees of every type and at every level to possess a unique blend of resourcefulness, creativity, and craft. Steele Electric employees are entrusted and empowered to learn, grow their skills and their relationships with the team and customers.

The company has been named one of *Oregon Business Magazine's* Best Companies to Work for in Oregon six years in a row - including 2023.

## **Application and More Information**

Email resume to: [jobs@nwsteele.com](mailto:jobs@nwsteele.com)

Learn more: [www.steeleelectric.com/jobs](http://www.steeleelectric.com/jobs)

Mail resume to: Steele Electric, LLC

Attn: Hiring Manager

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