Agriculture Construction Salesman/Estimator

Job Overview
schafstall, inc. is looking for a motivated, organized, trustworthy individual to join our team as a salesman and estimator in Columbus, IN.

About schafstall, inc.
We are a general contractor that specializes in construction in the agriculture industry. Our primary focus is on grain systems, but we also build steel buildings, pour concrete, and are general millwrights among many other things. schafstall, inc. has been in business since the 1970’s and we pride ourselves on our quality of work and customer service.

Responsibilities and Duties
• Call on new and existing customers.
• Evaluate customer’s needs.
• Quote new construction projects as well as repair projects.
• Prepare detailed proposals for customer to review.
• Sell projects to new and existing customers after proposals are completed.
• Organize job and communicate job requirements with installation team.
• Assist with ordering needed materials and equipment.
• Communicate with customer throughout the installation process.
• Assist with invoice preparation.
• Take and place parts orders.
• Assist with parts warehouse inventory (put parts away, order, organize, etc.).
• Work with installation crews at onset of employment to get on the job training and a thorough understanding of the installation process.
• Be willing to be a good team member – everyone is expected to help in whatever area they are needed to “get the job done”!

Education and Experience
• 2 year or 4 year degree in agriculture, management, or construction management degree preferred.
• Prior experience in sales and estimating a plus.
• Prior experience in the agriculture industry a plus.

**Skills and Abilities**
• Strong verbal and written communication skills.
• Commitment to high quality work and attention to detail.
• Ability to plan and organize projects.
• Ability to work on tight schedules and deadlines.
• Ability to work with others.
• Flexibility to be adaptable to last minute schedule changes.
• Ability to be able to prioritize projects and tasks.
• Strong general computer skills and a proficiency in Word, Excel, etc.
• AutoCAD or similar drafting program abilities are a plus.

**Physical Requirements**
• Ability to lift and carry 50 plus pounds.
• Ability to climb ladders.
• Subject to both inside and outside environmental conditions

**Contact Information**
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