



Job Title:	Deck Estimator	Job Category:	Sales
Department:	Deck Division	Required Commitment:	2 year
Hours:	Monday-Friday, 7:00AM-4:00PM	Position Type:	Full-time
HR Contact:	Delmar Stoltzfoos	Date posted:	09/19/2019
Will Train Applicant(s):	Yes (sales experience required)	Posting Expires:	10/15/2019
Location:	32 Route 41, Gap, Pennsylvania		
Applications Accepted By:			
Fax or Email: (610) 593-6023 delmars@integrous.com Subject Line: Deck Estimator Position		Mail: Delmar Stoltzfoos Integrous 32 Route 41, Gap, PA 17527	
Job Description			
Roles and Responsibilities Primary role is to represent Integrous to potential customers in a positive way. This involves the ability and competence to assess and evaluate customer needs, and to match those needs with our available products and services. This position is 100% based on an hourly wage, with room for growth as proficiency is gained.			
Specific responsibilities include the following:			
<ul style="list-style-type: none">● On-site visits with prospective customers<ul style="list-style-type: none">○ Professionally represent core company values in all interactions○ Thoroughly assess and evaluate the needs; creatively think of possible solutions○ Discuss ideas with the customer; dialogue about details pertaining to the job● Office days<ul style="list-style-type: none">○ Email estimate to the customer promptly, follow-up as per sales guidelines○ Seek feedback from the deck manager to improve personal performance○ Collaborate with the deck manager and sales team to further develop sales processes○ Structural and 3D drawings and designs			
Essential Job-Related Requirements			
<ul style="list-style-type: none">● An exemplary value of caring for <i>all</i> people and support of company policies● Success in past/present job positions● Working knowledge of deck installation (if no previous experience, the role will begin with field training)● Basic computer skills● Exceptional customer service: patience, the gift of working with people, the ability to build relationships● A positive attitude, excellent character, a person of integrity● Self-motivation, adaptability● Efficient, with exceptional work ethic● Attention to detail and precise, yet personable			



- Flexible and mature individual who is able to effectively operate in a collaborative, multi-dimensional capacity in a new division and successfully train team members as it expands.

Preferred Skills and Experience

- Understanding of structural framing concepts
- Knowledge of current deck codes
- Experience with permitting, working with townships/municipalities
- Sales/estimating in deck industry
- Customer service
- Design software experience

Reviewed By:	Delmar Stoltzfoos	Date:	9/20/19
Approved By:	Jason Hurst	Date:	9/20/19
Last Updated By:	Sara Hurst	Date:	9/21/19