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**Sales Estimator**

DeLong’s, Inc. is a well-capitalized, privately held, and owner and professionally managed steel fabricator with premier facilities and equipment that produces steel bridges and miscellaneous bridge components for the transportation industry and structural steel for the building industry. The company, founded in 1944, has approximately 190 employees at its locations in Jefferson City and Sedalia, Missouri. We are seeking applicants for a full-time Sales Estimator at our Jefferson City location. All qualified applicants will receive considerations for employment without regard to race, color, religion, sex, or national origin.

**Requirements:**

* Excellent interpersonal, written and verbal communication, and organizational/detail-oriented skills required.
* Strong computer skills required, including proficiency in Microsoft Office.
* Ability to read and understand blueprints preferred.
* Three (3) years’ experience in construction related field preferred.
* Sales or project management experience preferred.
* Associate or bachelor’s degree in a construction related major or equivalent experience preferred.

**Duties and Responsibilities:**

* Work with current and new customers to identify potential structural steel sales opportunities.
* Review and analyze blueprints, specifications, and other documentation, and prepare project specific cost estimates.
* Collaborate with production, plant operations, engineering, detailing, shipping, accounting, and other sales personnel to ensure the job is completed on time and within budget.
* Interact professionally with customers, vendors, and staff to address technical needs, resolve issues, and ensure an excellent outcome and experience.
* Assist marketing department in efforts.
* Act as lead on special projects and perform other duties as requested.

DeLong’s, Inc. offers a competitive salary based on education and experience and a competitive benefits package, including health insurance, paid time off, and both a profit sharing and fully funded defined benefit pension plan. The position will remain open until filled, but interested candidates are encouraged to apply by January 17, 2020. If you are interested in and capable of enhancing our extremely talented and motivated team, please submit your application, resume and salary requirements to:

DeLong’s, Inc.

P.O. Box 479

Jefferson City, MO 65102

or

[careers@delongsinc.com](mailto:careers@delongsinc.com)

For more information about DeLong’s, Inc., please visit <http://delongsinc.com/>.