



Inside Sales Associate/Estimator

Job Title: Inside Sales Associate/Estimator	Department: National Sales Group
Reports to: Inside Sales Manager	Revision Date: July 18, 2022

About Beacon Athletics

Beacon Athletics is an industry-leading, nationwide manufacturer and marketer of innovative sports field and practice products. Since 1948, we have built an outstanding reputation for providing our customers access to carefully selected, high performance products and authoritative educational tools. The company continues to be a high growth business driven by expanded catalog and digital marketing and investments in proactive sales initiatives.

Our Benefits

Beacon Athletics offers a market competitive base salary, a generous bonus plan, employer sponsored insurance plan, 401k, PTO and company holidays. Added benefits include a casual dress code, summer flex hours, a pet friendly office and an environment to grow personally and professionally.

About You

- You have a minimum of one (1) year of experience in inbound or outbound sales
- You have a minimum of one (1) years of experience with bids and estimating
- Technical Competency – Minimum of one (1) years of reading bid documents along with bid specifications
- Customer minded – Ability to view a situation from a customer perspective and make decisions that will provide a suitable result for both the customer and the business.
- Understand components of margin and manage to maximize profitability.
- Intellectual Curiosity – Actively seeks new information and ideas to improve personal, departmental and Company processes.

Position Overview

The Inside Sales Associate/Estimator is responsible is a key member of a regional team who is focused on timely and accurate estimates, quotes and bids. Working closely with other team members the person in this role is responsible for reviewing bid or project documents, providing detailed specs for Beacon's proposed solutions and putting together estimates, quotes and formal bid packages for submittal.

Here's What a Day in the Life Looks Like

- Attends Fact Finding calls led by Territory Sales Manager to fully understand customer needs.
- Qualifies bid opportunities and opens appropriate folders internally to track progress and file information on bids we will participate in. Helps Territory Manager follow-up and prioritize all estimates, quotes and bids.
- Ensure successful follow through of sales cycle by maintaining accurate activity and lead qualification information in CRM
- Meets all customer deadlines for bids and information requests while delivering accurate and professionally formatted information
- Obtains quotes from suppliers and contractors in required timeframes
- Assembles and maintains thorough records of all project documentation including, estimates, vendor quotes, project drawings, and specifications

Our Commitment

Beacon athletics strives to create a welcoming and inclusive work environment for all. We support a diverse customer base and believe in always doing good in our community. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, gender identity, national origin, disability, genetic information, pregnancy, or any other protected characteristics as outlined by federal, state, or local laws.