

Position Title: Engineered Systems  
Reports To: Engineered Systems Lead

Status: Full Time Exempt

About Edge Construction Supply:

We are a construction supply distribution company that sells and rents products primarily to commercial contractors, industrial businesses, municipalities, and government entities. With a repair center, customer training, and other professionally customizable services, we have developed a loyal clientele base. Edge is 65 years old, privately held, and spans 5 states with 8 locations, headquartered in Spokane, Washington. We sell over 30,000 products from over 200 manufacturers, including: power tools, hand tools, safety equipment, abrasives, fasteners, strut, ladders, and a variety of trade specific tools, equipment, and material handling products.

Job Description:

Serve as business development, estimator, and product manager for Unistrut, seismic bracing, and engineered fall protection systems. Develop new awareness and market basis for sales.

Qualifications:

- 3-5 years of related engineered systems, construction or sales experience or education
- High School Diploma or equivalent
- Familiarity with construction industry, products, methods, and market pricing

Essential Job Functions:

- Utilize Excel and ERP systems to develop price quotes, send to contractors, and bid jobs
- Serve as project manager to execute jobs
- Read and understand construction plans, gather all information pertinent to jobs from various sources
- Utilize problem solving skills to draw and develop initial system layout.
- Communicate with internal staff, including branch managers and sales representatives to coordinate job quotes and Edge resources for completion of projects
- Serve as Edge project manager and communicate with customer, construction, and office staff to determine project needs
- Develop and maintain schedules based on order volume
- Find suitable labor for installation crews based on location; manage schedule and pay rate for installation crew
- Ensure safety and quality compliance in all projects
- Work with purchasing and custom fabricators to ensure timely delivery and product quality
- Develop new customer relationships for engineered systems sales
- Understand market needs for products and advertise Unistrut services to customers through sales calls
- Perform other duties as requested by supervisor

Knowledge, Skills, Abilities:

- Experience with Unistrut products and usage and seismic bracing
- Background in engineered fall protection systems

- Experience working with government and construction contractors
- Experience in specifying products for use in original equipment manufacturer (OEM) applications or manufacturing environments
- Sales orientation and high initiative to develop new business
- Proficient in MS Office, and Outlook, familiarity with distribution software desired
- Ability to use excel to bid product estimates
- Exert 75 pounds of force occasionally
- Extensive problem solving skills
- Ability to communicate professionally and manage people
- Extensive knowledge of construction drawings and specifications
- Detail oriented and ability to visually process large amounts of data

Benefits:

- Salary DOE
- Bonus opportunities based off new sales
- Health, Dental, 401(k) available, HSA

Disclaimer:

This job description does not list all duties of the job. You may be asked by supervisors or managers to perform other duties. You will be partially evaluated on your performance based on the tasks listed in this job description.

The employer has the right to review this job description at any time. The job description is not a contract for employment, and either you or the employer may terminate employment at any time, for any reason.

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