



Project Quotations - Waterloo

September 2019

Analyze customer requests and offer solutions utilizing our core vendor relations to maximize profitability and add value to our partners. Build relationships with key customers and vendors while providing on time project quotations.

RESPONSIBILITIES:

- Review incoming Project Quote requests and determine viability
- Request pricing from our vendor partners to meet the requirements of specification.
- Assemble professional and complete quotation meeting the requests from our valued partners.
- Play a critical role in closing project opportunities to customers. Acting as the quarterback, working closely with Account Manager and or Management providing a winning solution.
- Actively follow-up on project quotation/proposals maximizing success rate.
- Track and report project quotation/proposal activity, including win/loss and hit ratio.
- Conduct and Lead a bi-weekly Project follow up meetings with Account Manager and Management.
- Must have the ability to work under pressure and meet closing deadlines.
- The ability / experience to read single line/ construction drawings.

Please send resume with cover letter to admin@fmsupply.ca

Only those selected for interviews will be contacted. No phone calls please