



## Automated Controls

### Sales Estimator–Industrial Controls

Posting #: H19-004

Automated Controls is a leader in the Pacific Northwest for open-protocol and custom developed Building Automation and Industrial Control systems. We thrive in a casual but dynamic work environment where employees explore the possibilities above and beyond a job description. We are seeking an experienced sales estimator familiar with industrial control systems to join our Industrial Controls team.

In this position your duties will entail:

- Develop estimates to meet the requirements of client RFPs
- Participate in calls or meetings with clients as necessary to fully understand the scope of work required
- Coordinate and design proposals in concert with engineering and systems integrators
- Creating estimate bills of material (BOM)
- Accurately predicting labor & materials to perform the project and maintain profit margin
- Designing & drafting control panels and electrical systems as needed to assist engineering teams
- Assist in the generation of project scope and cost documents, including RFIs, RFCs, etc.

#### Qualifications

- 1-5 years experience developing sales estimates for electrical engineering or systems integration firms
- Understanding of industrial control system architecture, including PLCs and HMIs required
- Knowledge of electrical and mechanical design standards
- Strong written and oral communication skills
- Ability to prioritize and multitask
- Proficiency with Microsoft Visio required
- Proficient with the Microsoft Office suite of applications, including Outlook, Word, and Excel

#### Benefits

- Paid Time Off
- 401(k) and Profit Sharing
- Medical, Dental, Vision
- Monthly Company Events

Email a cover letter and resume to [careers@automatedbcs.com](mailto:careers@automatedbcs.com). Include the posting # in the subject line of your email.