

Account Executive

Holiday-Parks' Account Executives are responsible for the successful sales and execution of projects and mechanical cost estimates through the analysis of proposals and drawings. They represent our organization to our customers, other contractors, fellow employees, and our community in a professional manner. They are effective leaders and communicators, who resolve disputes and negotiate mutually beneficial solutions, exhibit ownership for their projects, and are committed to the highest standard of design and quality installation.

Essential Functions

- Generation and Customer Management:
 - Work with other divisions and regions to coordinate sales efforts.
 - Understand competition.
 - Develop and maintain mutually beneficial customer relationships and sales leads.
- Proposal Development
 - Analyze project potential.
 - Obtain, assemble, and organize all bid documents, to include take-offs, material and subcontract quotations, sketches, notes, and approved estimates.
 - Respond to Requests for Proposals (RFP) and Requests for Qualifications (RFQ). Work with other members of the Holiday-Parks Team to develop a responsive Proposal.
- Project Execution
 - Meet timelines and requirements.
 - Work with field staff to develop appropriate installation strategy.
 - Prepare budget and schedule of values.
 - Monitor project profitability and cash flow.
 - Deliver assigned financial results.
 - Work well with all Holiday-Parks Team Members, including Engineering, Administration, and Operations.

Education/Experience/Qualifications

- Engineering or Construction-related Degree preferred
- Three or more years estimating experience with technical knowledge of Plumbing and Piping techniques
- Experienced in Plan-Spec estimation and conceptual estimation for Design-Build
- Knowledge of Fastpipe software a plus
- A background in Project Management a plus
- Working knowledge of MS Outlook, Word, Excel required
- Experience with AutoCAD, Microsoft Project, and Bluebeam Revu preferred
- Excellent oral and written communication skills
- Strong organizational skills and attention to detail

Physical Requirements

- Frequent computer use
- Ability to see and hear well (naturally or with correction), and speak clearly
- Continuous sitting, standing, and bending, and repetitive motions of hand and wrist

Holiday-Parks offers many opportunities for qualified individuals. We have an excellent salary and benefit package, paying 100% of medical/vision/dental and prescription premiums for ALL family members.

If interested in applying, please submit your cover letter and resume to careers@holadayparks.com

Holiday-Parks, Inc. is an Equal Opportunity Employer, including protected veterans and people with disabilities.

