



Albireo Energy

Albireo Energy is a national building automation, energy services, and electrical power monitoring system provider. Their solutions and services help building owners and managers improve efficiency and reduce operational costs while improving comfort for tenants. With access to industry-leading technologies from Schneider Electric, Johnson Controls, Delta Controls, and Distech, Albireo Energy provides superior services and solutions to data centers, healthcare, biosciences, government and commercial real estate. www.albireoenergy.com

Sales Estimator

Title: Estimator

Location: Edison, New Jersey

Reporting Manager: Sales Manager

The Estimator will be responsible for estimating BAS projects and providing sales assistance. This role will conduct site interviews, prepare estimates consisting of take-off sheets; prepare scope letters, and coordinate with subcontractors.

Responsibilities:

A key member of the Albireo Sales team, the Estimator will:

- Review specification and controls schematics;
- Minimize risk by providing accurate sales estimates;
- Prepare take off sheets, controls sketches, scope letters and conducting site walkthroughs;
- Provide clear documentation on estimates and sales proposals, and provide back-up support for deviations from specifications;
- Utilize applicable sales tools effectively (sales estimating software, CRM, etc.)
- Solicit support and communicate effectively with internal staff to ensure customer satisfaction
- Work in conjunction with other Sales Professionals and field staff to deliver quality results



Minimum Qualifications:

- Possess thorough understanding of mechanical and building automation systems.
- An associates or bachelor's degree in Engineering (Mechanical, Electrical, etc.) is required.
- 3+ years of HVAC Controls Design experience is preferred.

Position Parameters:

- Position is based at the Albireo Energy offices in Edison, New Jersey

Interested candidates can send resumes to careers@albireoenergy.com.