



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, Fire & Security

Title: Sales Estimator

Location: Poway, CA

Reporting Manager: Fire & Security Operations Manager

The Estimator will provide sales assistance and be responsible for reviewing bid documents and producing estimates for fire alarm, security and other specialty systems. This role will conduct project site visits, design systems, prepare estimates consisting of take-off sheets; prepare scope letters, and coordinate with the Sales team, branch operations and subcontractors.

Responsibilities:

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

- Create estimates for fire alarm, life safety, mass notification, DAS, access control, CCTV, and other specialty systems;
- Estimate material, labor and subcontractor costs for system applications per plans/specifications;
- Layout and design systems;
- Work with Operations to ensure accurate estimates;
- Qualify new opportunities;
- Prepare technical scope of work proposals;
- Attend sales meetings and training seminars;
- Track sales activities and forecast sales opportunities in CRM.



Minimum Qualifications:

- Candidates must have a minimum 2-3 years of fire alarm design background; NICET 1 or higher, and a strong understanding of NFPA, CFC, IFC and other applicable codes.
- Experience using AutoCAD, bidtacer and Bluebeam is a plus.
- A valid driver's license and satisfactory driving record is required.

Position Parameters:

- Position is based at the Albireo Energy offices in Poway, CA

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