



As a recognized leader in fire protection in the Southern United States, S&S Sprinkler Company, LLC brings exceptional quality and strong values to every job. Automatic sprinklers, fire suppression, fire alarm & detection, and integrated security systems are what we do. We offer true “one-stop shop” capability – from custom design, fabrication and installation to inspection and ongoing maintenance. Guided by a strong commitment to our Company Values; Family, Honest, Integrity, Spiritual Growth, Fairness, Safety, & Teamwork...We don't just meet code. We exceed expectations! www.sssprinkler.com

We have an immediate opening in Charlotte, North Carolina FIRE SPRINKLER CONTRACT SALES & PROJECT MANAGEMENT

Description:

Responsible for generating quality fire sprinkler contract sales for the Charlotte, North Carolina office as well as managing all aspects of projects from estimating through system acceptance. The incumbent will be responsible for preparing proposals and managing the initial planning of a project including scheduling time, analyzing changes, and solving problems. Will oversee scheduling with the superintendent, planning, expediting, and total delivery of the project according to established criteria. Will be responsible for tracking, forecasting, and communicating all costs, profits, and financial measures of the project. Our primary customers are light and heavy industrial plant facilities in the Carolinas, Virginia, and Georgia. The sales territory for this area also includes eastern Tennessee, eastern Kentucky, and West Virginia.

Required Qualifications:

- High School diploma or GED
- Minimum 5 years of experience in fire sprinkler sales and project management
- Working knowledge of NFPA 13, 14, 15, 16, 20, etc.
- Knowledge of the industrial market and strong personal relationships with key decision makers in the market
- Support for strong safety cultures and knowledge of plant safety processes and procedures
- Passion for sales and comfort with initiating sales calls with new clients and conducting follow-up activities
- Ability to accurately estimate work and build excellent margins into secured work
- Ability to lay out work, plan, and build a schedule for the team that meets the needs of the customers
- Proficient in Microsoft Office Word, Excel, and Outlook
- Excellent verbal and written communication skills
- Self-starter with ability to use independent judgement
- Proven leadership skills as well as strong organizational and time management skills
- Proven ability to manage multiple projects in various stages from concept to completion.
- Ability to work effectively within a team as well as independently
- Able to travel regularly to visit job sites
- Able to walk constructions sites and heavy industrial sites including climbing of stairs and ladders

Preferred Qualifications:

- Design and estimating experience in the industrial market
- NICET certification
- Proven experience as an effective leader of individuals and teams.
- Ability to establish and inspire collective pursuit of a shared vision
- Bachelor's degree in engineering, construction management, or business administration
- Commitment to continuous improvement
- Residence in the greater Charlotte, North Carolina area or surrounding communities

Any offer of employment is conditioned upon the successful completion of a background check and drug screen. S&S Sprinkler is an Equal Opportunity Employer.

At S&S, we succeed time and time again, and we are considered “Best in Class” in the Fire Protection Industry. If you are interested in joining our team, please email your resume with a reference to the Fire Sprinkler Sales & Project Management opening in Charlotte to careers@sssprinkler.com, or mail it to: Human Resources, S&S Sprinkler, 2485 Burden Lane, Mobile, AL 36617.