



# FERGUSON BUILDERS

FERGUSONBUILDERS.com | (864) 735-8071 | info@fergusonbuilders.com

*Before applying for this job, please read the description in its entirety and follow the instructions under "How to Apply."*

*Note that all candidates will be required to undergo a background check as part of the hiring process.*

## **Project Planner (Client Liaison/Salesperson) at Ferguson Builders**

- Salary: Commissions
- Job Type: Full Time, 40+ hours per week, Monday to Friday
- In-house lead generation
- A friendly, fast-paced teamwork environment
- Extensive training in sales and construction techniques
- In-office with vendor and site visits (on and off-site)

## **Benefits:**

- Holidays Off & Vacation/PTO
- Health Benefit - QSEHRA
- 401(k) Match: 100% of the first 3% of employee contributions and 50% of contributions between 4% and 5%, for a maximum match of 4%.
- Company Gear & Apparel
- Team Building & Family Events
- Gear Share
- **Profit Share:** After 90 days, once you have taken on all your responsibilities and received a vote from the team, you are eligible to receive a quarterly profit share! We believe that sharing company profits encourages efficiency and ownership. And who doesn't love a good bonus incentive?

## **Why Join Our Team?**

- Excellence in Craftsmanship - We take pride in delivering high-quality work. Every project is custom and different.
- Steadily Growing - There's solid work ahead and room to grow with us if you're ready to show up and deliver.
- Clear Communication - We value open, honest, and respectful communication at every level.
- Core Values - Our Core Values are more than just words on a wall. They guide our actions, shape our culture, and drive every decision we make: Team Player, Excellence, Ownership, Motivated, and Greater Purpose.

### ***Who We Are Looking For?***

We are looking for a goal and results-driven Project Planner who is highly motivated by success and personal growth to join our team! You have strong negotiation and problem-solving skills. Your goal is to grow revenue and build long-term relationships by demonstrating integrity, profitability, and a passion for interacting with people.

You are enthusiastic about learning and excited to expand your knowledge in the construction field through this role. You can handle constructive feedback because it means an opportunity to develop yourself and your career. You look for ways to improve the company's processes to make this a better workplace.

### ***Qualifications:***

- 6+ years of Sales Experience.
- Strong customer service, consultative sales, and conflict resolution skills.
- Excellent written, verbal, and interpersonal communication skills.
- Thorough understanding of residential construction.
- High level of planning, organization, attention to detail, and time management.
- Appreciates and participates in teamwork (outgoing and friendly).
- Learn new technology quickly.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint) and Google Products.
- Current valid driver's license, a clean driving record, and the ability to spend significant (often 1-5 hours a day) time driving a vehicle to appointments each workday.
- Ability to lift and carry 80 lbs., crouch, climb, crawl, walk on uneven surfaces, and stand for extended periods (often 1-4 hours)
- Strong mathematical skills, including the proven ability to properly and accurately document and aggregate measurements. Accurately calculate area, volume, distance, financials, and margins.

### ***Responsibilities:***

- Qualify, communicate, and follow up with leads to generate projects.
- Guide clients through the sales process, from design to contract to project completion.
- Translate design vision into technically specific documents; understand project budgets and company cost structure; communicate project costs clearly and comfortably to establish realistic expectations.
- Read and interpret architectural drawings; communicate vision to the production team and all parties involved.
- Works with the Design and Estimating departments to develop well-planned designs and generate accurate sales proposals.
- Attend sales meetings and regularly communicate with the team.
- Attend network events and trade shows to represent the company and engage in other marketing activities.
- Develop relationships within the residential communities.
- Drive sales by growing existing clients.
- Achieve/exceed sales goals.

### ***Your First 90 Days***

All roles begin with a 90-day employment agreement. We start with this to confirm we're a great fit for each other. Our onboarding period provides extensive training and feedback while you learn the ins and outs of the role. At the end of 90 days, if we're both feeling great about it, we'll extend a new employment agreement for a permanent position on the team.

### ***How to Apply***

Attach a PDF of your resume + cover letter + questions.

In your cover letter:

- Introduce yourself and explain why you are interested in this position and would be a great fit. Please limit this section of the cover letter to one page.
- On a separate page of your cover letter, answer the following questions (with each response being about a paragraph in length):
  1. What attracted you to this role?
  2. What are your favorite and least favorite parts of your current or most recent job?
  3. Tell us about a time when you had to learn something new to excel at your job.

*Please send all attachments as PDFs. Please follow these instructions carefully; we will only review the applicants who meet these requirements.*

*If you have trouble adding PDFs of your resume and cover letter, please email hr (@) fergusonbuilders.com with the subject "Project Planner Application" and include both in the above format.*

P.S. If you're not interested in or available for this position but know someone who is, we would appreciate it if you passed this along!