



## Estimator

Department: Sales  
Reports to: Project Manager  
Location: Union City, CA; El Paso, TX or Port Orchard, WA  
Experience: 2 to 5 years  
Job Type: Full Time (non-exempt)  
Education: High school diploma, Bachelor's Degree preferred.  
Travel: Up to 10%

### About Us

Tournesol Siteworks is a national manufacturer of landscape products for green buildings based in the San Francisco Bay Area. We're a growing company, with manufacturing facilities in California, Washington and Texas, working on environmentally-conscious commercial construction projects across the U.S. and Canada. We're a tight-knit group looking for a real team player.

### About the Team

The Sales Team and Customworks Group is currently seeking an Estimator to work at one of our manufacturing locations. The Customworks team is responsible for estimating and coordinating large and complex projects within the organization and is the non-standards products division of Tournesol Siteworks, manufacturing unique architectural landscape elements for design-driven environments.

### About the Role

As an Estimator, you'll work with the Head of Sales and other Team Leads to support the Sales team, in reviewing and quantifying landscape construction plans. You'll use Salesforce and other electronic tools to identify and quantify construction plans, and will communicate directly with contractors, landscape architects and designers. You'll be generating quotes on range of projects and products, including planters, site furnishings and fountains. You'll be based in one of our manufacturing locations (Union City, CA, El Paso, TX or Port Orchard, WA) and will be required to travel occasionally to other facilities. You will have a direct hand in accomplishing our #1 goal – a successful project in every way.

### Essential Duties and Responsibilities

- Support the Sales Team by doing take-offs, working from construction plans and specifications for projects
- Prepare routine estimates for custom projects and assist the Project Manager as needed
- Use estimating software to aid in estimations
- Communicate data to Sales team in a timely manner via multiple channels
- Assist Sales team in qualifying projects
- Ability to learn production techniques and capabilities, in concrete, fiberglass, metal and wood

### Necessary Skills

- 2+ years' experience in estimating and/or managing projects
- Knowledge of the landscape or green build industry is preferred
- Familiarity with the construction industry, plans and specifications, including doing take-offs
- Computer literate, specifically in electronic take-off tools, MS Office and Salesforce (CAD would be a bonus)
- Self-directed, decision maker, with excellent interpersonal skills
- Organized, unflappable and able to handle multiple projects simultaneously in a fast-paced environment

Tournesol Siteworks provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, or veteran status. In addition to federal law requirements, Tournesol Siteworks complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.

**Benefits**

- Competitive salary
- Paid time off
- Paid holidays
- Medical, dental, vision, disability and life insurance
- 401k with employer match

**Physical Demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions, unless accommodation would cause undue hardship to the business. While performing the duties of this job, the employee is regularly required to:

	Physical Demands																	
	Lift/Carry				Push/Pull				Bend									
Frequency	< 10 lbs	11-20 lbs	26-40 lbs	41-100 lbs	< 12 lbs	13-25 lbs	26-40 lbs	41-100 lbs	Squat/kneel	Sit	Walk	Stand	Climb	Crawl	Reach above shoulder	Handling / Fingering	Twist/Turn	Keyboard
Occasionally	X				X				X						X	X	X	
Frequently											X	X						
Constantly										X								X

Occasionally – Activity or condition exists 1/3 of the time

Frequently – Activity or condition exists from 1/3 to 2/3 of the time

Constantly – Activity or condition exists 2/3 or more of the time

“Frequently” or “Constantly” are ESSENTIAL elements, or demands occurring in the job since they exist, in general, more than half of the time.

Physical demands which are designated “Occasional” may be considered essential depending on other conditions.

**To Apply**

Submit your resume and salary requirements to [jobs@tournesol.com](mailto:jobs@tournesol.com)

Please do not submit more than once. We’ll do our best to respond within 3-5 business days to candidates being considered for the position. After a preliminary phone interview, you may be scheduled for an in-person interview.

For more information visit [www.tournesol.com](http://www.tournesol.com) or follow us on Instagram and Facebook