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Who We Are

180 Demo is a leading selective demolition contractor located in Columbus, Ohio. We work with general contractors on their commercial renovation projects to deliver professional, affordable, and safe demolition services. Our purpose is to leverage our company as a way of addressing issues related to criminal justice reform. Our long-term goal is to create a replicable and scalable demolition company that can provide a viable pathway for currently or formerly incarcerated individuals to grow with us and/or launch a career in the trades.

Who You Are

We are looking for social enterprise spirited **Estimator** with experience in the construction industry and a passion for Fair Chance employment and criminal justice reform. This motivated team player will be ultimately responsible for the estimating process of 180 Demo. Working closely with their assistant Estimator, this individual will thrive by building relationships with our general contractor partners and responding to requests for demolition bids. The Estimator will work with focus and determination to meet our revenue goals, with the mindset of investing in the greater good for 180 Demo's employees and customers.

The estimator will enjoy the logistics and analytics of putting together estimates on demolition projects. From information gathered through construction plans and job-site walks, he or she will put these measurements together to form a comprehensive, realistic estimate of the work. This proactive Estimator will look ahead to determine possible challenges or questions regarding scope of the projects to ensure our demolition team can step on site with as few of surprises as possible.

Customer service and business development is a key focus for Estimator, as he or she understands the value of developing and maintaining consistent relationships with our customers. Through all points of the pre-bid communication and post-bid follow-up, the Estimator will interact with customers with integrity and professionalism. Internally, the Estimator will coordinate with clarity and precision the hand off of won projects to our Project Manager.

Responsibilities

The Estimator is primarily responsible for the creation and submission of accurate bids to our general contractor customers. He or she works closely with the Management team to meet revenue goals and grow 180 Demo's business.

Estimating & Management Team Responsibilities –

- Manage estimating process ensuring timely, accurate, and professional bids are provided to our customers.
- Attend and actively participate in site walk throughs to ensure an accurate estimate and hand-off of won projects.
- Identify areas for continuously improving the estimating process.
- Championing our Core Values: Safety, Integrity, Coachability, Resilience, Relationships, and Professionalism.
- Actively engaged participation in Daily Huddle Meetings, Weekly Level 10 Management Meetings, and Quarterly & Annual Meetings.

- Assist other departments in their initiatives for growth and improvement by delegating work and/or getting directly involved.

Business Development –

- Ensure a strong and steady flow of projects.
- Execute on strategies to increase the number of Invitations to Bid.
- Establish, track, and report on yearly, quarterly, and monthly goals focused on driving top-line revenue.
- Initiate projects focused business development or growth

Client Relationships –

- Ensure consistent, relationship-centered pre-bid communication and post-bid follow-up on all estimates with the primary objective focused on building strong relationships with our clients through providing them with the best service.
- Develop new business by identifying avenues for generating new leads and starting new relationships.
- Foster and grow relationships with existing clients by engaging them in meetings, luncheons, informational sessions, etc.
- Respond to ITBs, perform takeoffs, author bids, and engage clients in discussion before, during, and after the bidding process.

Qualifications

To perform this job successfully, an individual must be able to perform each role & responsibility satisfactorily. The qualifications & requirements listed below are representative of the expected & typical knowledge, skill, and/or ability necessary for the success of an individual in this role. Reasonable accommodations may be made to enable individuals with disabilities to perform the roles & responsibilities.

Required

- Knowledge or familiarity with the construction industry.
- Working knowledge of Microsoft Office (Excel, Word, PowerPoint, plus Dropbox, Gmail, and Google Calendar).
- Strong internal and external customer service skills.
- Organizational and time management skills.
- Strong written and verbal communication skills.
- Valid driver's license and insurable on 180 Demo's policy.

Preferred

- Ability to read and comprehend construction plans (strongly preferred).
- Experience with estimating construction or demolition projects. Experience with estimating software and tools.
- Experience with Management of employees and projects.

Desired

- Experience working with justice-impacted individuals or experience working with those in addiction recovery.
- Experience with EOS (Entrepreneurial Operating System).