



Estimator/Account Manager

Pro Metal Industries has been in operation for over 30 years. Pro Metal is 100% owned by Pasqua First Nation. Pro Metal is a world class metal fabrication and machining facility located in Regina, SK. Pro Metal Industries is one of the only First Nations - wholly owned manufacturing enterprises in Canada, and one of only a few First Nations -100% owned military suppliers. Pro Metal offers, plasma, laser and waterjet cutting, CWB and AWS Welding, CNC machining, forming and Powder Coating. In addition to military and defense, we also service the agriculture, mining, construction and oil and gas industries. Pro Metal has a very dynamic and engaged team that works very well together to ensure the continued growth and success of each other and the company.

Role Summary:

You are someone who is seeking to contribute to the growing success of Pro Metal by providing exceptional service to our customers through your superior customer service and estimating skills. You have previous experience in metal fabrication and in-depth knowledge of how assemblies and parts are fabricated. This is a fantastic opportunity for someone seeking a challenging and rewarding career. You enjoy interacting with customers and enjoy the very rewarding challenge of closing sales and watching the “number” climb on a monthly basis.

Reporting to the General Manager of Pro Metal Industries, you will interact daily with Pro Metal’s customers and provide detailed quotes based on customer specifications by interpreting drawings. The role will continue to grow our existing customer base and seek out new customers and projects. Pro Metal has a very strong and loyal customer base and is growing every day.

You will be compensated above industry standard through a very strong base salary and commission on every sale.

This role is permanent full-time, with a salary range of \$70,000 - \$120,000.00 and will work out of the Pro Metal offices.

Key Responsibilities:

- Maintain and forge new relationships with customers
- Receive quotation requests from customers along with their associated drawings.
- Review customers specifications, tolerances, and quality requirements and ensure the quotation reflects quality and assurance of product.
- Utilize Pro Metal’s team departments to ensure quotes are accurate and the project are executed and delivered successfully. e.g. CAD drafting dept, Purchasing, Quality Control and Production.

- Estimate quotations based on labour and material costing using Pro Metal's computerized estimating system. Knowledge and experience in metal fabrication is imperative.
- Work closely with the production team to ensure project is meeting customers expectations for delivery times and quality. Follow project through and update customer as required and needed.
- Ensure turnover paperwork is prepared as per customer requirements.
- Nurture existing customer base to ensure it is growing.
- Actively seek out new customers and opportunities.
- Attend networking events and tradeshow as required.

Skills and Qualifications

- Minimum of 5 years' experience in a metal fabrication environment, ideally either as a trade person or as an estimator.
- Excellent written and oral communication skills.
- Basic knowledge of PC computer systems and navigation
- Proficient in the use of email.
- Ability to read and interpret fabrication drawings and perform take offs.
- Previous experience in estimating software and an ERP would be considered an asset.
- Motivated by direct monetary awards for direct effort. Results driven.
- Canadian Citizenship or Permanent residency.
- Pass a security assessment and provide a criminal record check due to Pro Metal's military Controlled Goods designation.
- Excellent planning and organizational skills.

Work Environment:

- We are very proud to have relocated into our brand new 46,000 square foot facility located at 581 Sherwood Road in the RM of Sherwood just off Pasqua Street.
- Enjoy the comforts of our building with a **fully air conditioned** 36,000 square foot shop. We have a very bright work environment with natural sunlight coming into all areas of the shop.
- We offer secure employee parking with FOB accessed power gates.

Benefits:

Secure your financial future with confidence by enrolling in our Company RRSP. In addition, enjoy the added benefit of DPSP where company matches of up to 3%, providing a strong foundation for your financial well-being. Comprehensive Health, Dental, Life, LTD, Vision and Paramedical. Immerse yourself in our company culture with company and social events. Offsite team building events and much more.

If you are interested in this opportunity and meet the qualifications, please **apply by February 6th, 2025**. You can email your cover letter and resume to hr@prometal.ca. Only those who are authorized to work in Canada and are selected for an interview will be contacted. Thank you for your interest!