

Chattanooga Boiler and Tank, Co. currently has an opportunity for an outgoing sales engineer to join our sales and project management team.

Chattanooga Boiler and Tank, Co. is a premier fabricator, erector, and maintainer of steel plate tanks and vessels. Working with a wide range of steel, including stainless steel, duplex stainless, carbon steel, aluminum, hastelloy, and inconel, allows Chattanooga Boiler and Tank to provide our customers with the perfect tank or vessel to suit their complex and demanding needs. Chattanooga Boiler and Tank designs, fabricates, and erects a wide variety of products including Process Tanks, Pressure Vessels, Storage Tanks, Spheres, Silos, Bins, Hoppers, Steel Stacks, Scrubbers, and Ductwork. Chattanooga Boiler and Tank routinely fabricates our steel tanks and vessels to comply with the ASME VIII, API 650 / 620 / 653, AWWA D100 Standards. The quality of product produced by Chattanooga Boiler and Tank is represented by both our many long-term customers in the Pulp & Paper, Power, Chemical, and Petroleum Industries and the Steel Plate Fabricators Association which has awarded Chattanooga Boiler and Tank multiple awards.

The Sales Engineer analyzes blueprints and other documentation to compile, calculate and document project cost components to include material and labor estimates. Performs preliminary design, take-offs, analyzes project parameters and determines strategy for efficient fulfillment of project requirements. Communicates with Engineering, Project Managers, Customers, Manufacturing and Field personnel regarding questions concerning project scope. applying approved gross profit margins as defined by the company. Prepare proposals while maintaining back-up documentation in support of take-off, pricing parameters and methodologies utilized in developing estimates. Negotiates final pricing and contract terms with customer and remains involved in all aspects of project completion after award.

Qualifications:

Bachelor's degree in engineering, construction technology, or construction management. Experience working for a contractor, subcontractor, manufacturing concern or in a related field is highly preferred.

The ability to manage multiple projects simultaneously from start through completion, possess knowledge of construction practices, be able to read construction drawings and perform material take-offs.

The position requires competent computer skills, especially in Excel and Word, with the ability to prepare minor AutoCAD details and drawings a plus.

Be able to communicate effectively, in a professional manner and appearance, both orally and in writing with individuals at all levels.

Responsibilities and Duties:

Analyzes blueprints, specifications and other provided support documentation and prepares preliminary design and estimates/proposals based on material, labor and other associated costs, calculates required gross profit margin and prepares written quotations.

Assesses cost effectiveness of design(s) and recommends value-engineering options to supervisor for determination of use.

Compiles accurate take-off of quantities of materials, labor, and other cost-related requirements to be included and/or installed, based upon drawings, sketches, or data sheets.

Calculates pricing using CB&T estimating program along with common sense practices.

Consults with Sales, Project Management, Engineering, Manufacturing or Field Personnel when an adjustment to standard pricing parameters is requested and/or deemed appropriate. Reviews recommendations with Supervisor for approval and sign-off prior to quotation submission.

Prepares and maintains organized electronic and print files of estimates, proposals, drawings, contracts and related back-up indexed for ease in retrieving and understanding.
Prepares design sketches as necessary to clarify information for all appropriate parties.
Proposes and negotiates final pricing and contract terms and conditions.

Compensation and Benefits:

Pay will be commensurate with education and experience. In addition to base pay CB&T offers excellent benefits including paid vacation, medical, prescriptions, dental, life insurance, profit sharing, and a 401(k) program.

Email your resume to Jason Riddell – jriddell@cbtank.com