



**SALEM**  
EQUIPMENT

## **Estimator/Project Manager—Sawmill Machinery**

SALEM EQUIPMENT, INC. is a leading manufacturer of a wide range of premium sawmill machinery since 1946. Salem continues to look for new and better ways to serve our lumber producing customers with solutions that help them reach and exceed their operating goals. Salem Equipment is a global supplier to the wood processing industry, with a primary customer base in the US & Canada, as well as some in Europe and South America. We strive to provide value added solutions for our customers and assist them in producing quality wood products for the end user.

We are seeking an experienced Estimator/Project Manager with strong business acumen in the capital equipment arena. The ideal candidate will possess a strong knowledge of costs relative to contract manufacturing, fabrication, machined components, and OTC component parts i.e. bearings, gears, motors etc. This person's foremost trait is their attention to detail, while providing accurate and timely responses. The Estimator/Project Managers knowledge project management, creativity and drive will help us maintain and strengthen our brand in the marketplace.

### **Essential Job Functions and Qualifications:**

#### **Estimator Functions:**

- Work with our outside sales team to identify project scope of work and necessary details for providing the customer a process solution.
- Work with Application Engineering and Product Development Engineering teams to define/refine the most efficient and a cost-effective means of manufacturing.
- Prepare preliminary estimates for planning purposes and detailed estimates based on final specifications/engineering drawings.
- Review legacy data, confirm its validity and collect new data based on scope of work to generate cost estimates.
- Work with Sourcing Manager to ensure best fit for outsourcing where applicable.
- Develop a standard cost database to reduce turnaround time in the quoting process
- Perform multiple scenarios cost analyses and report findings to management.
- Refine/Develop estimation workflows to ensure quick turn times on quotes, and ease of integration into the existing financial management tools.

#### **Project Manager Functions:**

- Physically measure, assess the condition, and formalize estimates for commercial projects.
- Participate in the quoting process.
- Manage projects awarded for scheduling, resource allocation, cost projections, and billing.
- Check daily cost sheets for correctness, compliance with estimated cost, investigate variances and report to management.



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- Prior to job startup, review with the job foreman the project plans, specifications and review the project startup list to ensure each item is done.

### **Education, Experience & Certification:**

- Bachelor's degree in construction management from accredited institution, or equivalent work experience
- Certified Project Management Professional (CPMP Certification) desired.
- Familiarity/Experience with ERP systems and project management software.
- Demonstrated strong project management and leadership skills.
- Previous experience dealing directly with customers from project concept through commissioning of equipment.
- Previous experience in a capital equipment design/development and manufacturing environment.
- Demonstrated ability to work with Microsoft Office Suite of products including Excel and Project.

### **Desired Key skills:**

- Strong math and IT skills
- Certified Project Management Professional (CPMP Cert)
- Versed in multiple manufacturing technologies, and industrial construction environments
- Attention to detail
- Problem solving
- Written and oral communication
- Versed in and a desire to learn new technologies
- Time management and organizational skills

### **Salary & Benefits:**

- Salary is DOE.
- Medical, vision, dental insurance
- 8 paid holidays
- Discretionary profit share retirement plan contribution up to 25% of earnings.
- Discretionary bonus based on profitability.

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