



Backyard Unlimited: Preconstruction Salesperson

Name: TBD

Title: Preconstruction Salesperson

Reports to: President

General Description:

Backyard Unlimited is growing quickly and looking to add to our team of qualified individuals. We have tapped into California's ADU deregulation with great success. ADU's (Accessory Dwelling Units) are 300-1200 sq ft residential units that can be added in the rear of residential properties for additional income, family housing, or guest space.

We are looking for an experienced Preconstruction Salesperson to work with leads to get projects from inception to permitted and ready to build. You will oversee initial client interactions, preliminary design, ballpark pricings, contract preparation, design team coordination, and permitting.

An excellent Preconstruction Salesperson must be well-versed in all construction methodologies and procedures and able to coordinate a team of professionals of different disciplines to achieve the best results. The ideal candidate will have an analytical mind and great organizational skills.

Work Location:

You will primarily work out of the Rocklin office, 4765 Pacific St., Rocklin CA 95677. You will be provided a desk as well as a laptop. At times, site visits may be required (a few times a month) which you can borrow a company vehicle for or get reimbursed for your personal mileage.

Work will primarily be computer and paper based, with a large number of calls and emails. You must be comfortable working a desk job.

Salary range, commission, bonuses, and other perks:

We provide a benefit package including a 401k plan. Re-imbursement is 100% commission based with no cap.

Duties/responsibilities:

- Reach out to leads to begin the sales process.
- Keep records of lead closing rates, and reasons for lost leads.
- Understand project feasibility and guide clients to designs/products that suit their needs.
- Deep understanding of construction plans, and the drafting process.
- Oversight and coordination of multiple design consultants – engineers, drafters, material reps, etc.
- Discussion of ballpark pricing impacts of various design changes when early on in planning.
- Preparation of detailed and organized construction contracts more than \$200k.
- Oversight of permitting operations.

Requirements:

- 3+ years proven experience in sales and/or preconstruction.
- In-depth understanding of construction procedures and material, and project management principles.
- Good knowledge of MS Office.
- Good knowledge of MS Project.
- Outstanding communication and negotiation skills.
- Excellent organizational and time-management skills.
- A team player with leadership abilities.

Preferred:

- BSc/BA in engineering, building science or relevant field will be an advantage.
- PMP or equivalent certification will be an advantage.

Disclaimer:

*This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities, and activities may change, or new ones may be assigned at any time with or without notice.