

HOW TO APPLY

Submit your resume by emailing it to resumes@rhdupper.com

Why Work with Us?

R.H. Dupper Landscaping, Inc. is a privately held, green industry company with a proven, 40+ year track-record of growth and stability, even during times of economic uncertainty. We are not your run-of-the-mill landscaping construction organization.

- We work with leading brands as a preferred contractor and are afforded the opportunity to work on some of the largest commercial, municipal and residential infrastructure projects in our market.
- Our reputation is built on integrity and providing top quality services to our clients. It is who we are and drives our competitive advantage.
- We pride ourselves on working smart and resourcing our employees with advanced technology and equipment in support of our collaborative success.
- We respect the individual differences of team members and structure work in a way that we collectively succeed together. We believe your success is our success.
- We strive to hire people that align with our core values and are as excited about our mission as we are. We are in it for the long haul and treat our employees accordingly. Most of our leadership team have 20+ years of tenure with us.
- We recognize that growth – professional and personal, while at work and beyond work – are important to you. It is important to us as well. As such, we have invested in our employees' growth and health and offer programs in support of those values. We offer:
 - Career Tracks for a Path Forward and Advancement Opportunities
 - Training and Development Opportunities
 - Competitive Industry Pay
 - A Competitive 401(k) Plan with a Generous Company Match
 - Paid Time Off
 - Paid Holidays
 - Health, Dental, & Vision Insurance Options

If you are interested in the green industry and looking for an opportunity to be a part of something special, we hope to hear from you! We currently have an open opportunity as a Senior Business Development Construction Estimator!

Where

Our office located at 1020 W Ranch Rd. Ste. 105, Tempe, AZ 85284

Position Type

Permanent Full-Time

JOB DESCRIPTION

Summary/Objective

The Senior Business Development Construction Estimator reviews bid opportunities/requests for quotes for large construction projects. Projects may be for municipal clients, commercial clients, residential builders or HOAs. This role works collaboratively with the team to define the labor, materials, equipment, and services and develop estimates. Approximately 20% of the time this role drives the health and growth of the company

through the development of new strategic clients and valued existing clients. This key role is instrumental in winning landscape construction opportunities and advancing the company's commitment to integrity and quality services.

Essential Functions Include:

- Develops and maintains a pipeline of new and potential partnerships.
- Meets with prospective clients to understand their needs and identifies strategies to create new opportunities.
- Participates in proposal or pre-bid meetings, assesses bid solicitations and evaluates various aspects of bid opportunities.
- Working contributor to reviewing bid packages, special bid instructions, and architectural drawings.
- Develops and submits proposals to clients, ensures requirements are met and that issues brought forth are addressed.
- Leads post award meetings to ensure a smooth transition to operations.

Required and Preferred Knowledge, Skills, and Abilities

- A solid knowledge of irrigation, construction and landscape as normally obtained through an associate degree in horticulture, construction management or commensurate experience.
- A valid driver's license and insurability through the Company's auto insurance policy is required.
- At least three years of experience reviewing bid documents and developing estimates in construction or similar industry is required.
- Strong organizational skills are required.
- Excellent communication, presentation and interpersonal skills are required.
- Strong geometric and mathematical comprehension are necessary.
- An in-depth understanding of landscaping and irrigation construction techniques is required.
- Experience building relationships to support current and new sales is preferred.
- A general awareness of trends and developments in the hardscape and landscaping industry is strongly required.
- The ability to focus and maintain an attention to detail is required to review, consider, and capture detailed schematics on architectural designs as described.
- A highly proficient level of skills with construction estimating software is required.

Travel Requirements and Conditions

Moderate local travel to visits to sites, attend pre-bid meetings, and build relationships needed and described.

Position Type/Expected Hours of Work

This is a full-time position. Days and hours of work are generally Monday through Friday, 7:00 a.m. to 4:00 p.m. While there is some flexibility available for the work schedule, this position may require long hours and weekend work as needed to complete deadlines.

EEO Statement

R.H. Dupper Landscaping, Inc. provides equal employment opportunities to all employees and applicants for employment without regard to race, color, national origin, ethnicity, religion, creed, sex (including

pregnancy), gender identity or expression, sexual orientation, age, disability, AIDS or HIV status, genetic information, citizenship, military or National Guard status, or marital status. Equal employment opportunity applies to all terms and conditions of employment, including hiring, placement, promotion, termination, layoff, recall, transfer, leave of absence, compensation, and training.

Note

This job description does not state or imply that these are the only duties to be performed by the employee assigned to this position. Employees will be required to follow other job-related instructions and to perform other job-related duties directed by persons authorized to give instructions or assignments.

The Company will provide reasonable accommodations to employees with disabilities to help them perform the essential functions of the position. A request for such accommodation should be directed to the employee's immediate supervisor or Human Resources.

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Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Flexible schedule
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Retirement plan
- Vision insurance

Schedule:

- Day shift
- Monday to Friday

Work Location: In person

If you require alternative methods of application or screening, you must approach the employer directly to request this as Indeed is not responsible for the employer's application process.