



More than landscaping,  
a partnership.

**Position:** Estimator

**Company:** DBL, LLC

**Location:** 832 W 22nd Street Tempe, Arizona

**Please send resumes to Elizabeth:** [echavez@dblaz.com](mailto:echavez@dblaz.com)

**Basic Function:**

The primary role of the Estimator is to prepare estimates for landscape management contracts, and Enhancement & Tree projects. The estimator is responsible for calculating the material costs of the job, labor and equipment required to build the job. In doing so, the estimator ensures estimates are completed in a timely and accurate fashion by gathering proposals, specifications and related documents.

**Key Accountabilities:**

- Accuracy of Proposals
- Warranty Work Reduction
- Functionality and Appearance of Designs
- Appropriateness of Materials Used

**Essential Duties & Responsibilities:**

- Work with sales teams to prepare estimates and bids for perspective/current clients
- Identifies labor, material, and time requirements by studying RFPs, blueprints, specifications, and related documents.
- Obtain and negotiate price quotes from vendors and subcontractors to produce bid estimates.
- Identify necessary building property boundaries for accurate measurement and correct installation of materials.
- Create solutions for customers and account managers with creative designs that have appropriate plant palette, color choices and layouts.

**Knowledge, Qualifications, and Skills:**

- 3-5 years in estimator/sales experience in commercial landscape
- Thorough knowledge of Arizona shrub and tree species
- Knowledge of irrigation systems
- Able to create attractive designs that are both functional and enhance the customer experience
- Detail-oriented
- Creativity and innovative thinking
- Ability to understand blueprints
- Ability to recognize errors or inconsistencies with project-related costs and scope
- Ability to work independently with a high level of personal accountability
- A strict sense of urgency, organization, and project management skills

- Maintain open and constant communication with the team
- Strong interpersonal, verbal, and written communication skills
- Proficient in Microsoft Office including Word, Excel, PowerPoint, Photoshop and Google services (Gmail, Google Drive, Google Calendar).
- Must have a valid driver's license with a clean driving record.

**Performance Metrics:**

- Gross Margin Targets
- Warranty Visits
- Estimating Errors
- Turnaround Time of Proposals

**Reports To:** Head of Client Services

**Salary:** \$50,000 to \$65,000 depending on experience plus generous commission/bonus structure.

**Job Type:** Full-time

**Benefits:**

- Paid time off
- Holiday Pay
- Health benefits (medical, dental, and vision)
- Supplemental benefits
- Employer paid life insurance
- 401K plan
- Company vehicle, cell phone, laptop, and iPad
- Career advancement and educational opportunities

**List of Physical Requirements:**

*Frequently stand, walk, or crouch on narrow and/or slippery surfaces; stoop, kneel, bend to pick up or move objects; walk for long distances and on sloped ground and uneven surfaces; move, lift, and carry objects weighing up to 50 pounds; Must be able to tolerate natural elements (heat, sun, wind, rain) for extended periods of time. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.*

**\*Disclaimer\***

This job description is subject to change at any time. As part of your employment, you may be asked to perform duties outside of this job description. Please see your immediate supervisor with any questions you may have.