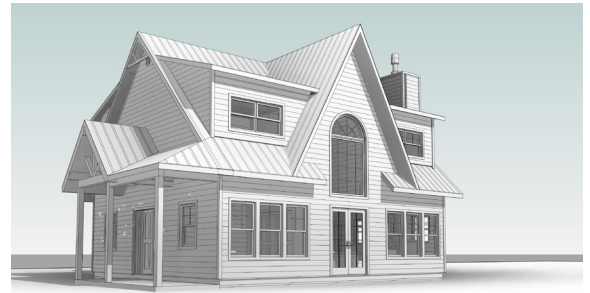




# Good people building great things.



## Our mission is to build exceptional experiences.

As leaders in creating custom, enhanced living spaces throughout the Kawarthas, we believe in the power of our people above all else. Through assembling a team of knowledgeable, energetic and creative professionals, we are able to collaboratively deliver an exceptional experience, not just for our clients but for everyone involved on a project.



## DESIGN-BUILD PROFESSIONALS



## Residential Construction Project Consultant

### The Opportunity

The Residential Construction Project Consultant is a sales role. You will be responsible for selling design / build projects to potential clients. You will collaborate with Sales, Estimating & Design team members in order to create budgets for projects based on concept drawings. You will work diligently to present a solution that meets the client's needs while generating profit for the company.

### Responsibilities

- Follow up on all leads within 48 hours, complete lead intake sheet, and input information into UDA.
- Qualify and educate potential clients on KLC as well as determine if the client is an appropriate fit for KLC's design/build process.
- Evaluate client needs and develop initial high/low budget based on KLC project histories, using UDA to sell design agreements.
- Perform site visits, photograph and measure existing conditions and complete feasibility studies to ensure all pertinent information is disseminated to the KLC Design team and other stakeholders.
- Be the liaison between the Design and Estimating team and the client in order to clearly convey initial goals, anticipated budget constraints and any environmental constraints to construction.
- Assist in reviewing and suggestion edits to designs to ensure they are congruent with client expectations, their budget, cost effective construction, and best technologies.
- Estimate, read, write, interpret and present written reports defining a scope of work; and presentations for clients throughout the Design / Sales process.
- Report weekly on potential and current clients to the Sales Manager and management team.
- Utilize basic knowledge of general financial and accounting principles to understand and communicate how decisions affect a project's bottom line.

- Assist in maintaining project GP and client satisfaction throughout the Sales/Design and Production processes including any Change Orders that require a sales presence.
- Participate in job autopsies to improve future budgeting and KLC processes.
- Develop and nurture expanding client base through measurable networking activities.

### Skills

- Strong knowledge of residential construction from foundation to finish components.
- Good working knowledge of all trades.
- Maintain a high level of attention to detail in completion of all job tasks.
- Self motivated and highly organized.
- Ability to convey goals and objectives clearly; listen effectively and clarify information as needed.
- Ability to cultivate & nurture relationships.
- Strong ability to close sales.
- Ability to read and interpret project and loss statements and budgets.
- Ability to work to schedule completing tasks on time.
- Maintains effective team relationships through strong interpersonal skills.
- Ability to collaborate appropriately with Production team members and management.
- Ability to act with integrity, credibility, self-confidence, and work independently.
- Ability to communicate effectively with clients and the KLC team in a professional manner.



## Qualifications

- 5 years progressive experience in residential construction project development, sales, or project management.
- College diploma, university degree, or combined academic background / experience in business administration, project management, and/or construction.
- Knowledge of the Ontario Building Code, township by-laws, and conservation regulations within the KLC service area.
- Proficient in the use of office software (Outlook, MS Word, Excel, Adobe, Bluebeam, UDA, Text, Email, Quickbooks).
- Must have a valid G-license with a clean driving record.
- Must have a valid boater's license.

**Interested applicants are asked to submit their cover letter & resumes to [lwilson@kawarthalakesconstruction.com](mailto:lwilson@kawarthalakesconstruction.com).**

**We would like to thank all who apply, however, only those candidates selected for an interview will be contacted. No phone calls please.**