



250 North Street  
Bridgewater, NS  
B4V 2V6

1.800.595.4737

*Established in 1975,  
Rhyno's is a second  
generation family-  
owned business.*

We are continuously looking for team-oriented individuals to deliver the high-caliber customer service experience that our customers expect.

Our goal is to drive service success that improves customer satisfaction, maximizes customer retention, while consistently following Rhyno's core values, safety, and quality standards.

#### **SCHEDULE**

- Monday-Friday  
7:30 am – 4:30 pm
- Occasional evening or weekend

#### **BENEFITS**

- Comprehensive health & dental group benefits plan
- Group RRSP

To apply, please email  
[joinourteam@rhynosltd.com](mailto:joinourteam@rhynosltd.com)

## **JOB OPPORTUNITY**

# **Electrical Team Lead/ Sales Estimator**

### **Full-time permanent position available**

You will be responsible for conducting site visits, reading blueprints, accurately estimating the cost of labor, equipment, and materials, providing quotes to the customers, preparing costs for bids, assigning techs to jobs, overseeing the electrical team and the success of the electrical jobs/projects. Some work on the tools will be required from time to time.

This is an excellent career opportunity for a seasoned Electrician with both residential & commercial experience who is looking to move into a Team Lead/Sales position.

#### **RESPONSIBILITIES**

- Identify potential opportunities in our region
- Create and maintain customer relations
- Ensure customer experience is above their expectations
- Manage communication channels and ensure customers receive prompt, professional responses
- Develop the ability to qualify prospects, set effective appointments, follow up on leads and referrals and answer questions and objections in a proficient and responsible manner
- Develop an understanding of the prospect's decision-making process, address customer concerns and commit prospect to decision making timetable
- Research proactively the prospect's organization and influences the customer to buy through thorough analysis of the client's organizational needs
- Provide proposals/quotes to customers in a timely manner
- Make sure you are selling the right services to meet the client's needs
- Oversee the electrical team by providing coaching, mentoring, technical support, training, and operational support

#### **SKILLS & QUALIFICATIONS**

- 2+ years of previous estimating & sales experience
- Previous experience in Electrical Sales, Team Leadership & Training, and Operations required
- Previous experience in HVAC is preferred but not required
- Interest in learning emerging technology of the industry
- Outstanding customer service skills & ability to build lasting relationships with clients
- Strong interpersonal and relationship building skills with the ability to build rapport with clients and teammates
- Strong communication skills (written & verbal), to liaise with office-team and customers
- Ability to adapt to a changing environment and handle multiple priorities
- Strong attention to detail with excellent organization skills
- Excellent organizational & time management skills
- Must demonstrate a positive and professional demeanor
- Possess cultural awareness and sensitivity
- Must be able to lift 50lbs comfortably
- Valid Driver's License is required

#### **WHY WORK WITH US?**

- Collaborative work environment
- Competitive pay based on experience
- Clothing allowance
- work vehicle and phone provided