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INSIDE APPLICATIONS & ESTIMATING



Tell us what you do at ETS?

I help with onboarding and training new engineers hired by ETS to become part of the estimating department. In this dept. we support the sales engineers in managing the plan & spec bid activity and preparing proposals for their customers. The estimating department was put in to place to help offload the time-consuming plan & spec tasks from the sales engineers so they can spend more time with high profile clients. Being an estimator requires detailed knowledge of our products and how they are applied so we can accurately and efficiently price projects. This position provides a strong base for these engineers to move to the applications department when ready.

What do you like best about working at ETS?

I like the wealth of knowledge available to myself and coworkers here. I didn't know much about the HVAC industry when starting and with guidance and shared knowledge from the more experienced, I was able to learn a great deal and it became a career path I had never thought about before my time here.

It can't be all work and no play. Tell us about yourself!

When I first started working here I spent my free time playing drums in my band, working on motorcycles & cars, and traveling with my roommates. Now 13 yrs later I am married with 2 little boys, 2 dogs and I look forward to going to bed at 9 pm!

What is your favorite memory at ETS?

One of my first memories was driving the Marvair Demo Trailer to customers' offices. I had just started with the company and we had to take this oversized demo trailer around to customers' offices for demonstrations in the city and somehow I got nominated to drive it. It was pulled with an underpowered, undersized pick up which was pretty scary and I just remember thinking They must be testing me to see if I crash this thing! ...what did I sign up for??

ENERGY TRANSFER
SOLUTIONS

ESTIMATING
MANAGER

University of Delaware

BS, Mechanical Engineering

Growing Team

13 Years at ETS