



## External Position Posting

March 29, 2019

### Estimator

#### About Jones Packaging Inc.

Internationally recognized for our expertise in printed packaging, contract packaging and medication dispensing and delivery products, Jones is a partner for customer-first integrated packaging solutions.

From folding cartons, labels, leaflets, intelligent packaging, pouching, blister packaging and vial filling to a wide range of medication dispensing products for pharmacies, hospitals and long-term care facilities, we offer many options to simplify the process for our customers while maximizing their brand's value and ensuring consumer well-being.

#### Summary of position

The Estimator is responsible for developing prices and procedures that generate profit margins consistent with client and product/organizational strategies. The Estimator processes bid packages; generates quotes; performs post-order profitability analysis. As a team member, the Estimator collaborates with Production in the process of generating a work plan for efficient product execution; Sales in meeting pricing deadlines; Purchasing in the sourcing of material cost inputs; Product Development in the discovery of new materials, products and manufacturing capabilities. The Estimator supports the department in the equitable and fair management of the daily workload, and participates in and identifies process improvement (administrative and product) opportunities.

#### Duties and Responsibilities

- Thorough knowledge of Sheet Fed and Flexo manufacturing operations; product capabilities and equipment constraints
- Manage the generation and maintenance of master product specifications in SAP that plan for quality jobs to be produced efficiently on existing equipment and/or outsourced.
- Establish selling prices, consistent with client/product and organizational profitability objectives, with consultation of the Department Manager and/or Sales on quotations exceeding \$5,000.
- Routinely compare estimated and actual production and material cost to verify planned profitability.
- Where variances are found, initiate round table discussion with Production and/or Sales to develop plans to mitigate subsequent product variances
- Monitor client and product margins for consistency with pricing strategies
- Generate and maintain pricing files used within the department and with Client Services
- Maintain Tracking Tool of completed Tasks.
- Support departmental objectives as needed.
- Perform any other related duties, or follow any other instructions as may be directed by the Supervisor.
- Ensure that all requirements of JPI Quality Management System are followed.



- Ensure all applicable Health & Safety Management System policies & procedures and Environmental (ISO 14001) Management System policies & procedures are followed.

#### Key qualifications

#### **Experience and Education (diploma, degree, or professional designation):**

- Estimating experience, preferably within a printing/packaging environment
- Post-secondary degree or diploma, preferably within the packaging industry

#### **Knowledge, Skills and Abilities (KSAs):**

- Advanced Excel; Microsoft Office; highly developed analytical and numerical skills, systems approach to work, effective research skills, strong problem solving and excellent communication skills.

#### How to apply

Please forward your cover letter and resume to [trae@jonespackaging.com](mailto:trae@jonespackaging.com) before April 12, 2019. While we thank all candidates for their interest, only those selected for an interview will be contacted.

Jones supports diversity, equity and a workplace free from harassment and discrimination. We are committed to an inclusive, barrier-free recruitment and selection process and workplace. If you are contacted to participate in the interview process, please advise the interview coordinator of any accommodations required to ensure you have access to a fair and equitable process.