BERGHAMMER CONSTRUCTION

Senior Estimator

Reports to: Director/Chief Estimator

Broad Goals

- Provide leadership in activities for securing new business
- Increase company profitability through effective / efficient practices in estimating and bidding
- Seek value for clients through innovative ideas & processes.
- Mentor to Estimators, Assistant Project Managers and Project Engineers in estimating
- Review estimates prepared by others.
- Execution of estimating, project costing and pre-construction strategic initiatives
- Seek to improve estimating systems and processes and implement changes

Primary Qualifications

- Minimum 4 yr. degree in construction management, architecture or engineering
- Minimum 10 years construction related work experience with a minimum of 8 years experience estimating construction projects
- Knowledge of construction means and methods and production rates
- Excellent interpersonal and negotiating skills
- Excellent communication and presentation skills
- Ability to manage estimating systems
- Ability to mentor others
- Ability to manage risk
- Ability to inspire trust and confidence

Responsibilities

Assist in Developing the Estimating Department – Understand state of the art in the marketplace to ensure our technology is current. Maintain and continuously improve estimating department software databases, including crew make-up. Validate production rates for use by others. Analyze final job costs and update job history databases. Assist in tracking and prioritizing upcoming estimating department workload. Continuously improve interface of estimating with field, project management and sales groups. Maintain and improve subcontractor relationships. Assist in reviewing and amending bidders list. Provide leadership in the development of estimating standards and procedures and insure compliance.

Estimating – perform conceptual and hard bid estimates, including take-offs and estimate presentations utilizing Excel, Destini Estimator (or other estimating software) and On-Screen Takeoff software. Define and communicate expected scope of work with suppliers and subcontractors. Analyze bids and prepare bid book for presentation to the owner. Seek and analyze value engineering alternatives. Develop relationships with owners and influencers. Present and explain estimates, in detail, to owners and internal staff. Prepare job cost structure for general conditions and self-performed portions of all projects to accurately reflect the best estimate of true anticipated project costs. Identify profit potential (i.e. sales price – estimated costs). Review estimates prepared by others.