

# Senior Estimator

*As part of the Piling Team, work in accordance and cooperating with financial information, company instruction and training provided to ensure IMS systems followed for Quality, Occupational Health and Safety and Environmental management in accordance with company requirements, and overall responsibility for accurate recording of Project information to centralised Company systems.*

## KEY RESPONSIBILITIES

- Maximising commercial potential by liaising with other team members, departmental work winning staff, management staff and ensuring uniformity of all tender submissions to clients.
- Preparation of estimates and tender / joint tender submissions in accordance with the enquiry documents, discussion with the client and in accordance with relevant AGE policy to secure contracts at the most advantageous strategically driven rates.
- Develop and enhance customer relations at the enquiry stage, negotiating with prospective clients at point of order and following through to project handover to the relevant operations lead.
- Carry out technical appraisal and design calculations to satisfy AGE management / clients as to the suitability of the Company's proposals at offer stage and propose alternative economical/sustainable solutions by applying engineering expertise to maximise opportunity.
- The liaison and coordination of contract requirements and development of schemes offering advice and information to key customers as and when required.
- To ensure technical and contractual completeness of the enquiry file before hand-over with internal stakeholders to ensure and maintain efficient and effective communication to the operational delivery teams.
- Promote the Company within the industry and to clients, with a focus to prioritise and maximise profitability and cross selling of other products and services for overall business performance.
- Enhance the profitability of the Company by ensuring that all work is carried out to the required technical standard, in accordance with contractual requirements through effective collaboration with internal stakeholders.
- Providing estimating staff with guidance on their job responsibilities.
- Liaising with clients and external consultants.
- Initial appraisal of bid documentation and establishment of appropriate bid strategies with Bid Manager from earliest possible stage.
- Preparation of major prime cost estimates.



## THE PERSON

- Understanding of health and safety
- Friendly and approachable while professional.
- High level of accuracy and attention to detail.
- Will be organised and calm under pressure.
- Proactive, positive, and flexible to the needs of the business and the role.
- Ability to prioritise own work and work of others to meet deadlines and achieve targets in a fast-paced dynamic environment.
- Demonstrates a solid one team approach and "can do" attitude.

## QUALIFICATIONS

- HNC / Degree in Construction or Civil Engineering
- Progression towards membership of a recognised professional body (RICS, CIOB, ICE, IMechE)
- Pricing – experience in establishing a forecast of net prime cost, preliminary costing and cost planning.
- Bid Administration – expert in managing the tendering and estimating process.
- Excellent all-round experience of estimating procedures through the life of an estimate, through submission, post tender procedure, award and handover to the operations team.
- Ability to lead complex/multi trade tenders through the settlement process.
- Previous experience of managing tenders across several sectors / work types.

## BENEFITS

- Car Allowance,
- Medical Cash Plan,
- Service-Related Holidays,
- Discretionary Annual Bonus,
- Life Assurance

## HOW TO APPLY

Written applications to:

FAO HR  
Aarsleff Ground Engineering, Hawton Lane,  
Balderton, Newark, Nottinghamshire, NG24 3BU

Email: [recruitment@arsleff.co.uk](mailto:recruitment@arsleff.co.uk)  
Phone: 01636 611 140

\*It is the policy of Aarsleff Ground Engineering Ltd to comply with all relevant legislation regarding Equal Opportunity and Diversity.



**AARSLEFF**