# Vermont Talent Pipeline Management

## **ESTIMATOR JOB DESCRIPTION**

#### **ESTIMATOR**

Estimators ensure the integrity of gross margins, profit, and accurate costing in the completion and negotiation of construction estimates. S/he transfers specifications, requirements and performance strategies to ensure project completion and performance. S/he prepares estimates using value engineering and constructability reviews, managing the estimating and bid process, correspondence and reporting. S/he assists in the sales effort maintaining communications and services relationships with customers and developing new business opportunities.

## **JOB REQUIREMENTS:**

## Competencies

- Makes decisions in the best interest of the company
- Works independently and collaboratively
- Understands the construction process
- Reads blueprints, specs, addenda, technical reports, etc.
- Utilizes technology for communication and documentation, preference MS Word and Excel
- Proficient in Math and software used for estimating and PM, preference Timberline Estimating
- Seeks and identifies cost saving opportunities (creative pricing, value engineering)
- Identifies issues and adjusts accordingly
- Develops, updates and provides input to the production schedule with leadership
- Develops and maintains relationships with subcontractors and vendors

### Soft Skills

- Detail oriented
- Strong work ethic
- Integrity
- Communication, written and oral
- Respects and gets along with others
- Processional, positive attitude
- Problem solver
- Collaborative
- Self-starter
- Negotiator

#### **Industry Recognized Credentials**

- Engineer, preferred
- OSHA 30, preferred
- OSHA 10, preferred
- OSHA Competencies, preferred
- NCCER Industry Certification, strongly preferred
- Professional Engineer, preferred
- LEED, preferred

## **Education**

- High School or Tech Center Diploma
- NCCER Industry or Technical Certification, preferred
- Associates or Bachelor's degree, strongly preferred