

Estimator

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Company: Ipsum

Location: United Kingdom

Category: business-and-financial-operations

Estimator

Wakefield, Grantham, Wrexham, Milnthorpe, Barnham or Chorley

Your New Company

The UK's Utility sector is ever evolving and expanding to meet increasing customer requirements. At Ipsum it's our vision to be the leading customer service focused provider of specialist utility and infrastructure solutions, operating on both public and private networks.

To support our continued growth we are looking for an Estimator to join our Power team. We are looking for someone who is passionate, not just about the industry, but also about supporting our teams to in delivering essential services 24/7/365 that really make a difference to local people and communities.

What We Offer

We are committed to supporting and developing our people to achieve their full potential. As a fast-growing ambitious business, we can offer our people opportunities to acquire a wide range of skills and gain broad and varied experience to enable them to progress in their career. Investing in our people and enhancing our expertise and flexibility enables us to deliver the highest standard of service to our customers.

Our Benefits

We really value our people and so we like to look after them. If you work for us, you'll enjoy a great range of employee benefits:

Career development including professional qualifications and accreditation

Health & Wellbeing Benefits: Employee Assistance Programme including mental health support and access to counselling Access to 24/7 virtual GP Occupational Health support

Tax efficient benefits via salary exchange (salary sacrifice): Cycle to Work Group Personal Pension Scheme

Employee Discount Scheme – discounts on hundreds of retailers including supermarkets, mobile phone/broadband providers, gym memberships and more!

Established local social committees with calendar of regular social events

Life assurance cover

Flexible working

Long service awards

Opportunities to volunteer and make a difference via local community projects and initiatives

Your New Role

Our Estimators take ownership of our commercial tendering process to support the group with its organic growth strategy. They digest and understand the commercial requirements of each tender, then work with the relevant colleagues to develop rate schedules which are suitably profitable for the group. They will need to be able to build strong relationships across the business and with customers to help us deliver safe, good quality, profitable services.

Go / No Go Review

You'll be responsible for assessing invitations to tender and drafting recommendations for the business on whether or not to progress with the tender.

Review the ITT and estimate the commercial resource required to deliver a completed tender within the timeline provided.

Create a concise summary of the commercial opportunity with a recommendation on whether or not to progress.

Tendering

You'll take ownership of developing the rate card associated to the framework

Ensure an understanding of the proposed operational delivery model, challenging this to ensure its practical and aligned to the scope provided.

Liaise with the relevant operational teams to build the assumptions for the rates.

Ensure that the proposed solution(s) are accurately costed and market tested.

You'll use your experience and knowledge of existing market rates to validate the tender.

Develop and issue tender specific RFQ documentation to issue to the supply chain, then reviewing responses to ensure they are acceptable.

Tender Review and Approval

Once the tender process is complete, you will prepare a presentation and deliver it at price review meetings to seek approval for tender submission.

You'll need to make the tender summary simple to understand, so the decision makers can assess the tender on its merits before agreeing the final position.

Once approved you'll prepare the submission in the required template defined by the client.

Assist with ongoing negotiations with the client following the initial response.

Handover and Ongoing Management

Once we have successfully won a tender, you'll be responsible for handing the opportunity over effectively to the relevant Commercial Manager / Head of Commercial. You'll also support these roles on an ongoing basis with assessing performance against the frameworks, taking lessons learnt into future tenders.

You will validate our standard rate schedules to ensure they are accurate and ready for use in future tenders.

You'll handover the tender information to the relevant commercial representative so they can successfully manage the ongoing works.

About You

Qualifications:

Bachelors or master's degree or equivalent qualification.

Knowledge & Experience:

Demonstrable experience within a similar role.

Experience of operating in a multi-divisional organisation would be beneficial.

Up to date knowledge of contractual law and commercial tendering practice.

Proven negotiation experience.

Skills & Personal Qualities:

Values - A commitment to drive outstanding Health, Safety and Environmental performance.

Accountability - Takes personal responsibility for outcomes, and does what they say they will do.

Leadership – Recognises and build on the capabilities of their team, motivates others and delegates effectively.

Character – Keeps a level head in challenging times, and displays drive and commitment.

Trustworthy – Communicates well, and does the right thing.

Humility – Puts the company's needs ahead of their own, and is highly collaborative.

Self-Awareness – Aware of their strengths and weaknesses, accepts feedback, and can flex their style when needed.

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