

JOB TITLE

Estimator

LOCATION

Tamworth

OUR CORPORATE COMMITMENT

Land + Water has a fundamental commitment to the three pillars of sustainability: people, planet and prosperity and expects all team members to take this into consideration in all their duties.

DEPARTMENT

Commercial Department

THE ROLE

Produce compliant tenders for our clients. Engage in the tender process from inception to award and find alternative sustainable and environmentally beneficial solutions to our clients' needs that best utilise L+W's specialist equipment.

REPORTING STRUCTURE

Reports to (Title):

Estimating Manager

Direct & Indirect Reports:

None

Key Internal Relationships:

Contracts Manager, Project Manager, Contracts Engineer, Senior Contracts Engineer, Quantity Surveyor and Commercial Manager.

Key External Relationships:

Customers, Local Authorities, Environment Agency, Canal & River Trust, Local Governing Bodies/ Other key stakeholders such as sub-contractors, material, plant and equipment suppliers and utility companies.

KEY ACCOUNTABILITIES

Timely completion and submission of L+W tenders or budgets to clients, producing handover files to the delivery team, preparing accurate take-offs for tenders, attending site meetings, seeking feedback on estimates for live works and maintaining current market rates for pricing works.

KEY DUTIES & RESPONSIBILITIES

Finance

- Help the business choose the correct commercial decision for the benefit of L+W.
- Estimate the cost of projects and ensure they are cash-positive for the group.
- Manage early-stage cash flow forecasts.
- Assess financial risks of projects.
- Identify cost savings.

Customer

- Develop client relationships to increase their perception that L+W can offer an environmentally friendly solution to suit their budget.
- Promote 'out of the box' thinking to our clients for alternative bids to suit the clients' requirements.
- Create innovative and sustainable solutions for clients' needs.
- Consider environmental impact and sustainability with client enquiries.
- Ensure L+W environmental innovations are promoted to our clients.
- Consider the ethos of our clients and customers and align them with L+W's.
- Become familiar with L+W's assets and the value they can offer to our clients.
- Client Management – create and maintain open communication with current clients and assist the Head of Preconstruction and Directors with client relationships where necessary.
- Maintain a good service provision to meet client expectations.
- Promote the value of L+W's environmental innovations and solutions to new and existing clients.

People

- Respect all employees of the Land + Water family of companies, our clients and all stakeholders, including when dealing with members of the public.
- Manage the procurement of Sub-contractors in a timely manner with competitive tenders whenever possible.
- Work in a collaborative way with wider team members to support a one team approach.

Process

- Develop the tender through the client's tender query process.
- Prioritise your workload to meet all deadlines for tender submissions and programme your workload.
- Have knowledge of L+W's floating and land-based plant and equipment and appreciate their uses in tender submissions.
- Promote the ethos and positive image of L+W.
- Appreciate environmental legislation and follow this through in tender pricing and methodology.

- Manage the accurate and timely delivery of tenders, in line with L+W and client expectations.
- Appreciate industry trends for water-related construction and dredging.
- Be aware of current and future legislation and the value L+W can offer working within environmental restraints.
- Identify and manage tender risk with the bid settlement manager or director.
- Identify and allow for Health & Safety requirements of all projects.
- Understand the tidal cycle relevant to the tendered project and the effect on working times.
- Ability to undertake site visits and identify risks and opportunities before, during and after the project.
- Appreciation of various forms of contract and their implication on pricing. Most notably NEC and JCT.

OUR CORE VALUES & BEHAVIOURS

We've developed our RESPECT values to remind all of our people of the core values we live and breathe every day. Unlocking RESPECT together is a joint commitment in our business, and our objective is for every member of L+W to embody these values and commitments, ensuring we remain a great place to work and a market leader in our sector.

RESPONSIBILITY

Responsibility means owning our intentions, actions and the environment we create.

ENVIRONMENT

Our aim is to lead as a regenerative contractor, creating environmental, social and economic value through every project.

SAFETY

Safety is everyone's responsibility: every person should go home safely every day.

PASSION

Passion means caring about the work, the outcome and the people we serve.

EMPATHY

Empathy means recognising every person as valued, equal and worth listening to.

COURAGE

Courage means solving problems, trying better ways of working and learning openly.

TEAMWORK

Teamwork means shared success across L+W, with clients, suppliers and communities.

QUALIFICATIONS, TRAINING, EXPERIENCE, SKILLS, AND KNOWLEDGE

QUALIFICATIONS & TRAINING	CSCS Manager	Preferred
	CSCS Academic Person	Preferred
	NVQ Level 6 Site Management	Preferred
	Higher National Certificate (HNC), or Higher National Diploma (HND) in either: quantity surveying, construction management or civil engineering	Essential
	CITB Environmental Awareness – SEATS	Preferred
EXPERIENCE	10 or more years' experience in commercial or civils estimating	Essential
	Knowledge and experience of estimating/commercial management of civil engineering/construction projects	Essential
SKILLS & KNOWLEDGE	Good knowledge of Microsoft Office suite of programmes (Excel, Word, PowerPoint, Outlook, Copilot)	Essential
	Good understanding of contracts (NEC3/4, JCT, etc.) used within the construction and civil engineering industry.	Essential
	Ability to liaise and converse with clients in a professional manner.	Essential
	Ability to write quality submissions including method statements etc. in a professional and sufficient manner.	Essential
	Flexibility and adaptability within shifting work programmes.	Essential
	Ability to undertake site visits to varying locations throughout the UK	Essential

PERSONAL ATTRIBUTES

Analytical	Essential
Conscientious	Essential
Time management skills	Essential
Initiative	Essential
Curious	Essential
Communication skills	Essential
Attention to detail	Essential
Valid UK driver's licence	Essential

TO APPLY

Send your CV to Mark Driscoll, Head of Pre-Construction: mark.driscoll@land-water.co.uk