

# come and work with us



## Estimating Manager

### The Role:

Accountable for all estimating and cost base activities across the @one Alliance with an AMP7 regulatory period valuation of over £1.9bn. You will report directly to the Head of Commercial and as a member of the Senior Commercial Leadership Team you will influence the businesses outperformance across estimating, commercial, finance, procurement and programme management. Leading the Estimating Team you will develop estimating, management and leadership skills & awareness within your team, driving positive pre construction commercial behaviours across the business. You and your team's valuation of projects will drive the businesses understanding of performance and liability. Maximising the financial and commercial interests of projects across the business you will manage and control all estimating activities throughout the life cycle of a project, including; management and utilisation of standard product and assembly cost base, utilisation of estimating software packages to minimise bottom up estimating, identifying areas of cost that do not align with baseline or unit cost models, robust and substantiated pricing, strong relationships with our supply chains estimating teams, strong governance controls, quality actual cost feedback and capture driving the accuracy of the cost base

### Key Responsibilities:

#### Team

Be an integral part of the senior leadership team for the Water and Waste Water business units, providing front line estimating support. Building strong relationships with the business unit teams and the key stakeholders for the alliance. Support and influence the health & safety culture within the @one Alliance. Accountable for the continued development and succession planning of you and your estimating team.

#### Cost Base

You and your team will control the cost base data for the whole business. Continually improving the accuracy and detail of this data to enable greater estimating accuracy and efficiency within the team, ensuring the valuation attributed to projects reflects the cost and liability of works to be delivered and reported as a business. Utilising digital applications, you and your team will take advantage of product and assembly cost models that will enable the estimation of great proportions of a projects valuation with low effort and high accuracy on a top down basis. You will ensure that all other areas of the business where cost is and should be integrated in their way of working feeds directly from your cost base and updates to it are replicated around the business.

#### Valuation and Governance

Your team will work closely with the business unit's project teams during pre-construction. They will be included and integrated from the inception of all projects and responsible for all valuation and estimating activities throughout the life of the project, including valuations through optioneering stages, ROV processes and the governance delivery milestones. You will ensure your teams estimating activities are within the project's programme and delivery of these activities are managed and met in an efficient manner. Effectively and efficiently manage your team's workload, value all stages of the projects and portfolios with a high level of accuracy and give the project teams early visibility of their activities costs to make informed commercial decisions, that will enable all projects to commercially outperform.

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## Cost Capture

Accountable for the control of all Cost Capture activity that is required to drive your cost base accuracy and the clients cost base, utilised in the water industries Price Review processes. Building close relationships with Commercial, Procurement and our supply chain, your team will collate the actual cost of activities on projects and ensure this data is managed and assigned accurately in a way that will be utilised in increasing the accuracy of the businesses cost base.

## Transformation

Actively leading the continual improvement of the @one Alliance estimating processes, utilising digital advances to minimise the effort in delivering accurate valuation. Drive forward the accuracy and utilisation of our cost data, with one shared system and works breakdown structure for our business and the client. Develop and deliver the AMP7 White book savings to deliver shareholder expectations. Challenge and recommend actions to achieve and improve efficiencies, and create an environment of outperformance

## Key relationships:

- Alliance SLT
- Commercial and Finance Leads
- Alliance Commercial, Finance, Programme Management and Procurement Team
- General Managers
- Project Managers
- Anglian Water Strategic Investment Team

## Person Specification:

The successful candidate is likely to meet all of the following criteria:

### Essential

- Qualified to degree level in a relevant discipline
- Experience from working for a Principle Contractor
- In depth commercial, estimating and financial process & systems understanding, preferably in a contracting environment, of large scale multi million pound capital construction projects
- Proven ability in delivering business objectives at a strategic level
- Proven experience in developing best practice
- Ability to shape the future @one estimating delivery strategy
- Innovative & Proactive
- Flexible and can demonstrate people leadership experience
- Able to manage pressure, meet strict deadlines, have an ability to challenge commercial, finance and operational management at all levels
- Excellent communication skills, including the ability to communicate financial information to non-financial managers and teams
- Can clearly communicate the strategy and provide direction
- Strong motivational skills
- Ability to deliver quality outputs within tight deadlines
- Excellent team player
- Takes personal responsibility for continually improving own knowledge, skills and networks.

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## Desirable

- Experience of managing a large estimating department delivering project programmes in excess of £100m/annum
- Knowledge and experience working with NEC3 PSC and ECC contracts with the client and the supply chain, with emphasis on Option C
- Professional commercial qualification ie RICS/ ICES/ CIOB.

## Benefits:

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provides a range of guaranteed benefits including but not limited to:

- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single persons private medical cover
- Permanent Health Cover

## About Barhale:

Barhale is one of the largest privately owned infrastructure specialists in the UK and was originally formed in 1980 as a specialist tunnelling contractor diversifying over the years into various civil engineering areas. Barhale works UK-wide across the water, transport, energy and developer services sectors providing design, construction and maintenance services under long-term contracts, with blue-chip public, regulated and private clients. The company employs over 600 people in the UK, has an annual turnover of £120m and a distinctive set of values that are fundamental to our approach to business sustainability.

Our business activity is carried out for the following principal sectors:

**Water:** Civil Engineering, Tunnelling, Pipelines and Utilities

**Transport:** Rail, Aviation, Waterways, Highways and Bridges

**Energy:** Power Generation, Power Transmission and Distribution, Waste

**Developer Services:** Civil Engineering across private sector developers UK wide

**Specialist Businesses:** Tunnelling, Mechanical and Electrical and Barhale Construction Services (BCS Group)

## How to apply:

Please send your current CV and covering email outlining your suitability for the role and quoting the reference number to [careers@barhale.co.uk](mailto:careers@barhale.co.uk).

We are an equal opportunities employer. We are determined that no job applicant or employee receives less favourable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race or disability. All information will remain confidential to Barhale and will be handled in accordance with the requirements of the Data Protection Act.