



## Senior Estimator

### The Role:

The Senior Estimator's role is to lead estimates for civil engineering works in accordance with Company estimating systems and procedures, working with other members of tender teams to develop customer solutions and secure sufficient work by value and type to meet the company's objectives.

### Key Responsibilities:

#### Lead estimates

- Undertake estimates in accordance with Company procedures
- Lead team of estimators for larger tenders, mentoring and developing junior estimators
- Identify opportunity and risk during tender process
- Liaise with the business unit, Bid Manager and Planner to agree methodology and principles
- Maintain register of key assumptions within estimate
- Maintain tender estimate file
- Provide indicative pricing support for business development
- Obtain feedback from site teams on estimating adequacy and current costs

#### Present estimates at adjudication

- Prepare estimating "adjudication pack"
- Present basis of estimate and key assumptions
- Maintain notes of adjudication meetings
- Close out actions and monitor customer negotiations, seeking amended authority as required

#### Handover to site teams at contract award

- Prepare estimating handover packs
- Maintain notes of handover meeting
- Provide ongoing support to site teams relating to estimate and key assumptions

### Key measures & targets:

- Winning work to meet the Company's objectives
- Developing a coherent and consistent tender submission with the use of key estimating assumptions
- Developing a tender win strategy alongside the business unit teams
- Providing temporary works support for tenders and for the design element of design and construct tenders

### Key relationships:

- Estimating Team
- Engineering Team
- Supply Chain Team



## **Person Specification:**

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

### **Essential**

- Engineering or commercial background
- Experience in water and civils
- Proven track record working on tenders ranging up to 50m
- Numerate and IT literate, familiar with estimating software and Microsoft Office, especially Microsoft Excel
- Chartered, incorporated status or similar
- Confidence in dealing with customers and personnel within Barhale at a senior level
- Ability to ensure all tender submissions are both feasible and profitable

### **Desirable**

- Knowledge of waste water, rail or the tunnelling sector

## **About Barhale:**

Barhale is one of the largest privately owned civil engineering and infrastructure specialists with 40 years' experience working UK-wide across the water, transport, built environment and energy sectors. Founded by our Chairman, Dennis Curran in 1980, the group was originally set up as a specialist tunnelling contractor. Whilst we retain our tunnelling roots, repeated success in several sectors of the construction industry has enabled us to expand our skill set and become one of the largest privately owned infrastructure specialists in the UK.

## **What we do**

We provide design, construction and maintenance services to the following sectors;

- Water
- Transport
- Energy
- Built Environment

We also possess a range of specialist skills to support our civil engineering and infrastructure activities including

- Tunnelling
- MEICA capabilities
- In-house design
- A steel-fabrication and supply subsidiary (BCS Group)

## **Who we are**

Barhale operate as a tier 1 partner for blue chip, regulated and private clients. We work as part of large frameworks, joint ventures and alliances, as well as on individual projects developing long-standing relationships based on Trust, Integrity and Pride.

# come and work with us



## **Our People**

We employ a direct workforce of over 800 employees nationwide. We recognise that our business is only as good as the people we employ, which is why we value them so highly and invest in regular training and development, utilising our dedicated training facility in Walsall.

## **How to apply:**

Please send your current CV and covering email outlining your suitability for the role 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.