



JOB #	2029
JOB TITLE	Estimator
JOB LOCATION	Vancouver, BC region
RENUMERATION	Competitive base salary + employee benefits
ABOUT THE COMPANY	This hiring company specializes in the fabrication and installation of uniquely customized glasswork for a diverse array of customers and project needs
JOB DESCRIPTION	The hired candidate will actively estimate projects, develop client relationships, and provide cost and supplier pricing for various work in the Lower Mainland. You will be expected to actively pursue new clients to the business to generate sales leads. You will also assist with coordinating projects as required, and provide leadership to the project team members assigned to your projects. You will be expected to perform billable sales of \$1.5M in your first calendar year, increasing to \$2.5M for your second calendar year.
CANDIDATE COMPETENCIES	<ul style="list-style-type: none"> • Develops a trusting relationship with general contractors, builders, sub-contractors, to ensure satisfaction and repeat business. Locates new sources of business and works to encourage referrals to the company • Accountable for the total estimating effort, from receipt of bid package through final bid review • Responsible for accurately calculating the final estimated project cost, ensuring to cover all costs which may occur while performing the job. Project costs include but not limited to: necessary materials, labour and equipment cost that is required to successfully carry out a construction project according to proposals, plans, estimates and specifications • Professionally prepares contracts and negotiate revisions, changes and additions to contractual agreements with architects, consultants, general contractors, suppliers and subcontractors, provides to VP of Sales for approval before submitting • Review specifications and drawings, attend pre-bid meetings, conduct site visits, and determine scope of work • Review design options & recommend best solutions based on cost, engineering quality & materials availability • Prepare estimates by calculating complete takeoff of scope of work • Maintain files of working documents as back-up for estimate figures, including current (accurate) information on prices from suppliers • Prepare and maintain a list of suppliers, General contractors and subcontractors • Review project risks and establish quarterly, plans with VP of Sales for project future needs
CANDIDATE QUALIFICATIONS & 'FIT'	<hr/> <ul style="list-style-type: none"> - Minimum of 3 years estimating experience in glass / glazing industry - Post-Secondary education, ideally with some relevance to this role and the glazing sector - Ability to read and interpret blueprints and architectural drawings <ul style="list-style-type: none"> - Excellent oral & written communication skills with external & internal customers, vendors, suppliers & partners - Strong organizational and analytical skills. Detail-oriented and able to analyze and troubleshoot customer issues - Strong interpersonal skills with an excellent customer service style
HOW TO APPLY	Please email your resume (cover letter optional) to info@philiprecruitment.com



We thank all applicants for their interest, however, only those selected for an interview will be contacted.

If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.