



Estimator

An estimator calculates how much it costs to supply products or services to a client. They will probably be based within a team environment but would be expected to use their own initiative.

THE ROLE

You would need to take into account factors such as material prices, costs of operating and hiring plant or specialist equipment, transportation costs, fuel, employing labour, the weather and other overheads such as rent, administration, utilities and other related services.

Estimators also have to build into their bids risk assessments, costs of health and safety requirements, inflation, exchange rates, projected time scales and allowances to cover contingencies etc. When you are putting a bid together, data is gathered from a wide range of sources, including internal company records, stock figures, price directories, and industry journals along with quotations from suppliers and sub-contractors and transport companies.

The work is usually office-based but you may also be required to work on-site.

SALARY EXPECTATIONS

An apprentice estimator earns around £18,000 to £22,000

Estimators earn around £25,000 to £45,000

Estimators with managerial responsibilities can earn up to £65,000 a year or possibly more depending on the size of the business and the contracts involved

CAREER PROGRESSION

TRAINEE
ESTIMATOR

ASSISTANT
ESTIMATOR

ESTIMATOR

CONTRACTS
MANAGER

Estimator

ENTRY ROUTE

GCSEs (A*-C) in subjects including Science, Technology, English and particularly Maths would be helpful for measurements and estimations. An IT qualification would also be useful.

Many people enter this role after gaining experience in the industry as a craft person, assistant technician or an administrator.

You could also study for a BTEC HNC, HND or degree before looking for work, in a subject area like structural engineering, civil engineering or construction. Courses at this level include units covering contract tendering, estimating and buying.

TYPICAL TASKS FOR AN ESTIMATOR:

- Researching and assessing information from a variety of sources in order to prepare accurate estimates
- Finding out what the client wants
- Researching materials, equipment and labour costs
- Collecting quotes from materials suppliers and sub-contractors
- Planning job time scales
- Assessing the levels of risk on a project
- Analysing company data, exchange rates and prices, using software packages
- Preparing and submitting quotations for work
- Helping with bids for new contracts and supporting buying activities
- Monitoring the stages of a project to make sure that costs are kept in line with forecasts
- Organisational and presentational skills are important as is the ability to work to tight deadlines on occasions

For more information on becoming an estimator visit:

www.goconstruct.org

www.rics.org

www.citb.co.uk

or talk to your local college

Your career journey starts here!

