

Job Title	Estimator	Location	Denmead, UK
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The Company

TSL Ltd is a leading construction company specialising in fire remediation in the façade sector. TSL have a proven track record of delivering high-quality projects and are committed to exceeding client expectations while prioritising safety, sustainability, and innovation. TSL's integrated approach combines technical expertise, creative design solutions, and meticulous project management to deliver exceptional results on time and within budget.

TSL are experts working in live building environments, undertaking each project with careful consideration to the impact it may have. Experience allows TSL to ensure that disruption and negative aesthetics are minimised safely and efficiently on every project.

TSL manages the full project from conception to completion, ensuring our delivery is to the highest standard and fully in line with industry requirements and legislation.

Job purpose

The Estimator plays a vital role in the estimation and tendering process for construction projects, supporting the company's goal of securing new contracts and contributing to its growth objectives.

Working closely with the Estimating team and other internal departments, the Estimator is key to accurately pricing projects and preparing tender submissions to meet client requirements and deadlines.

Conducting detailed take-offs, building costs from first principles, analysing project specifics, and liaising with suppliers and subcontractors, the Estimator ensures that bids are competitive, cost-effective, and aligned with company standards and objectives.

Additionally, the Estimator may be involved in reviewing project feasibility, identifying value engineering and competitive edge opportunities. Providing input on procurement, access and logistics strategies to enhance project profitability and client satisfaction.

Overall, the job purpose of the Estimator is to secure profitable projects to achieve the business goals in terms of turnover and profitability.

Reporting and Management Structure

The Estimator reports directly to the Head of Pre-construction with close involvement with Directors and collaborates closely with estimating team, internal departments including Design, Procurement and Operations.

Key Responsibilities

Conduct full façade and roofing take-offs using Bluebeam software. Pricing facade remediation projects and roofing with the use of Causeway Estimating system.

Write bid proposal documents to secure new contracts, aligning contractors proposal to the employers requirements, company standards and compliance industry regulations.

Collaborate with internal teams and departments to gather relevant information and input for tender submissions.

Lead tender adjudication meetings and attend client presentations, providing support in articulating pricing strategies and proposed solutions.

Contribute to cost forecasting and budgeting activities, providing data and analysis to support decision-making.

Assist in monitoring and reviewing tender performance metrics to identify areas for improvement and inform continuous improvement initiatives.

Administration within the department, monitoring and logging enquiries. CRM updates and project tracking.

Internal / External Relationships

Internal: Collaborate with Senior Estimators, Project Managers, Quantity Surveyors, and Procurement teams to ensure alignment of tender submissions with company objectives.

External: Engage with clients, subcontractors, suppliers, and consultants to gather information, negotiate contracts, and establish positive working relationships.

Key Performance Indicators

Accuracy of Cost Estimates

Time and task management

High quality Tender Submissions documentation

Contribution to Bid Success Rates and Targets

Developing client base and Client Satisfaction Ratings

Knowledge and Skills

Proficiency in Bluebeam software for conducting full take-offs

Knowledge of the Causeway Estimating system.

Strong numerical and analytical skills, with the ability to interpret technical drawings, specifications, and bills of quantities accurately.

Effective communication and interpersonal skills, with the ability to liaise with colleagues and external stakeholders.

Detail-oriented with a keen eye for identifying and mitigating risks during the tendering process.

Basic knowledge of construction regulations, planning processes, and compliance requirements.

Ability to work collaboratively within a team environment and manage multiple tasks simultaneously.

Education / Experience

Bachelor's degree or equivalent qualification in Quantity Surveying, Construction Management, or a related field desirable.

Minimum of 2 years' experience in estimating and tendering for construction projects.

Previous experience in facade remediation projects or similar construction projects is advantageous.

The above outlines the principal functions of the role and is not an exhaustive list. The role holder may be asked to perform other tasks and duties commensurate with their skills and experience.

TSL BEHAVIOUR COMPETENCY FRAMEWORK

TSL's Competency Framework provides clear guidance on the key behaviours that we, as a Company, expect all our employees to demonstrate in their roles, at every organisational level.

When it comes to assessing performance, the *Behaviour Competency Framework* will be referred to, to identify the standard of performance being demonstrated. To us, it's not just about **what** you do in your role but also **how** you do it that, when done effectively in both areas, creates a high-performing employee and delivers the best work.

Taking Ownership / Accountability

Demonstrates accountability for assigned tasks and projects, ensuring accuracy, timeliness, and compliance with company standards.

Positive Attitudes

Maintains a positive and proactive attitude, contributing to a collaborative and supportive team environment.

Working as One Company

Works collaboratively with colleagues and external partners, embodying the company's values and promoting a culture of teamwork and mutual respect.

Managing Changes and Innovation

Adapts to changes in project requirements or industry trends and contributes ideas and suggestions for continuous improvement and innovation.

Listening and Role-Modelling

Actively listens to feedback and concerns and strives to be a positive role model for professional conduct and ethical behaviour.

Effective Line Management

N/A (This section may not be applicable for an Estimator role)

Working well as part of the team, assisting all stakeholders in the submission to ensure a satisfactory outcome for the client and the company.