

Estimators

ROLE OVERVIEW

We're looking for detail-focused and commercially minded Estimators to prepare accurate and competitive cost estimates for surfacing and civil engineering projects.

You will support the company's tendering, pricing, and work-winning activities, working closely with operations, commercial teams, and clients to convert opportunities into secured work that is profitable and deliverable.



Key Responsibilities

ESTIMATING & TENDERING

- Prepare detailed cost estimates for surfacing, highways, and civil engineering projects
- Analyse drawings, specifications, schedules, and client documentation
- Produce accurate take-offs for labour, plant, materials, and subcontract works
- Obtain, evaluate, and compare supplier and subcontractor quotations
- Identify risks, opportunities, and value-engineering options within tenders
- Assist with pricing variations, additional works, and post-tender clarifications

CUSTOMER ENGAGEMENT & TENDER CONVERSION

- Engage with clients during the tender process to clarify scope, methodology, and commercial assumptions
- Support meetings, calls, and correspondence to help convert tenders into secured work
- Respond to client queries and support negotiation where required
- Build and maintain positive relationships with new and existing customers

MARKETING & OPPORTUNITY IDENTIFICATION

- Assist in identifying and tracking new tender opportunities through frameworks, portals, and client relationships
- Support preparation of bid submissions, presentations, and supporting documentation
- Contribute to marketing and work-winning activities, including case studies and project summaries
- Maintain a pipeline of tender opportunities and outcomes



COMMERCIAL SUPPORT

- Work closely with operations teams to ensure programmes and methodologies are practical and buildable
- Support the handover of successful tenders to delivery teams, ensuring clear scope, assumptions, and risks
- Maintain and update records of rates, costs, and historic project data
- Contribute to the continuous improvement of estimating, tendering, and work-winning processes

SKILLS AND EXPERIENCE

- Previous estimating experience within highways, surfacing, or civil engineering
- Strong numerical, analytical, and problem-solving skills
- Ability to interpret technical drawings and specifications
- Good working knowledge of Microsoft Excel; estimating software experience desirable
- Confident communicator, comfortable engaging with clients and stakeholders
- Strong commercial awareness, attention to detail, and ability to meet tender deadlines



INTERESTED? APPLY NOW:

Call: **01761 202 012** or email: **info@highwaysplus.co.uk**